

1,394± Acres of Land (15 Separate Parcels)

Mixed Use Land

Santa Teresa, New Mexico

15 PARCELS

- 1  BOOMERANG (SOLD)
- 2  ESTE PARCEL I (SOLD)
- 3  ESTE PARCEL II (SOLD)
- 4  TERESA PASEO PARCEL I
- 5  TERESA PASEO PARCEL II (SOLD)
- 6  TERESA PASEO PARCEL III (SOLD)
- 7  TERESA PASEO PARCEL IV (SOLD)
- 8  TERESA PASEO II
- 9  TOLTEC I
- 10  TOLTEC II
- 11  TOLTEC III
- 12  TOLTEC IV (SOLD)
- 13  TOLTEC V (SOLD)
- 14  TOLTEC VI (SOLD)
- 15  YUCCA (SOLD)

EXECUTIVE SUMMARY



PROPERTY OVERVIEW

Fifteen separate parcels of land, ranging from 27 acres to 496 acres, in Santa Teresa, New Mexico.

The land is located in Santa Teresa, NM. It is part of the Las Cruces Metropolitan Statistical Area, although geographically it is considerably closer to El Paso, Texas than to Las Cruces.

The subject property is conveniently located near shopping malls, restaurants, grocery stores, and the El Paso Country Club. It is located twenty miles from Fort Bliss and twenty one miles from William Beaumont Army Medical Center.

There are two major universities near the subject property. New Mexico State University (NMSU) and University of Texas at El Paso (UTEP), which are both accredited colleges.

Santa Teresa has recently gained tremendous attention and absorption with the completion of the Union Pacific Fueling and Intermodal facility. This area will be a very significant intermodal and cargo hub. Santa Teresa is also one of the main gateways into Mexico through the San Jeronimo International Crossing from New Mexico and Texas.

The Santa Teresa Airport is planning to add another runway in anticipation of increased cargo travelling through this facility. With the rail project complete, and the air cargo planned for the Santa Teresa Airport, demand is very strong for space in Santa Teresa.

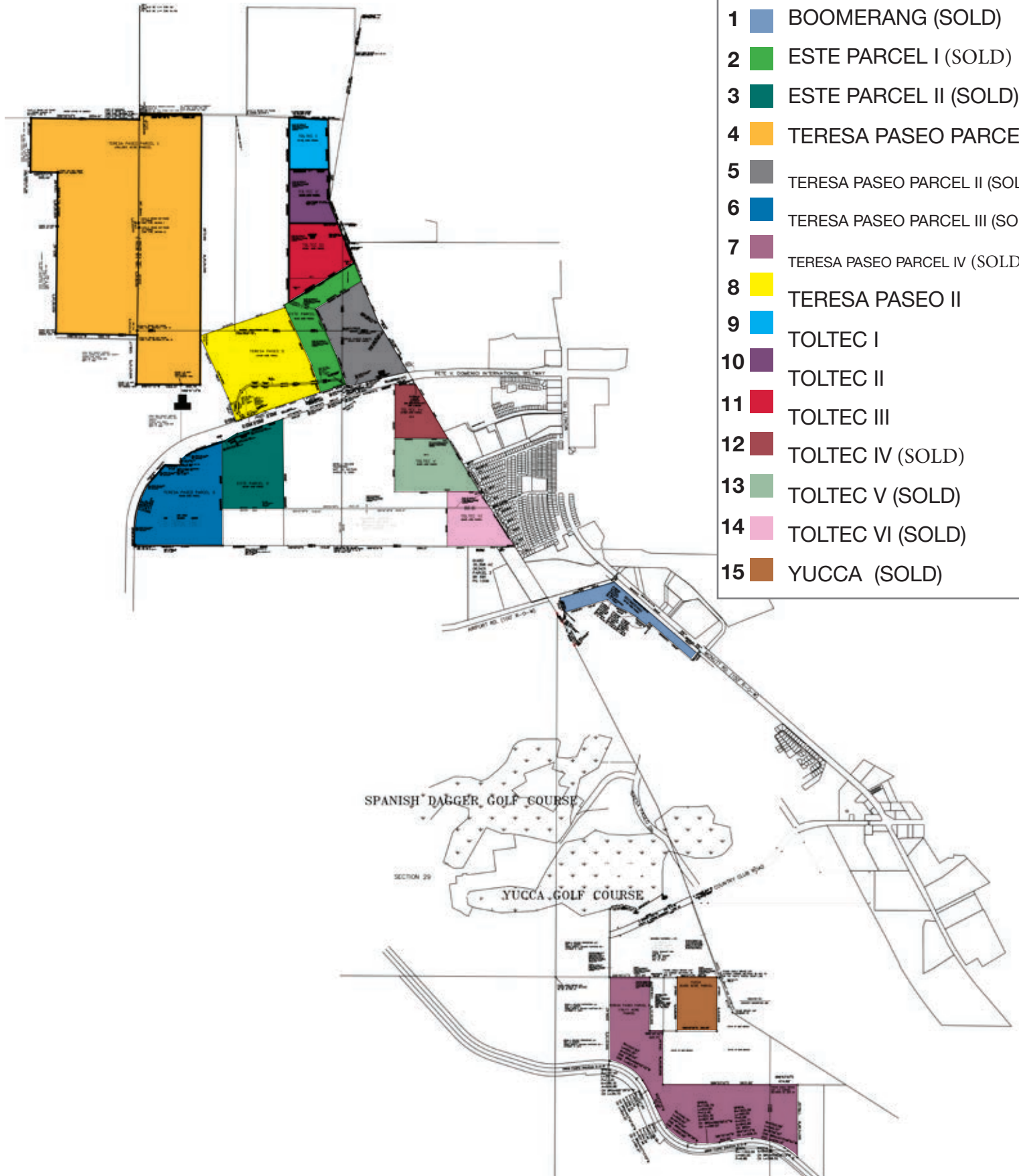
LOCATION MAP



PROPERTY MAP

LEGEND

- 1 BOOMERANG (SOLD)
- 2 ESTE PARCEL I (SOLD)
- 3 ESTE PARCEL II (SOLD)
- 4 TERESA PASEO PARCEL I
- 5 TERESA PASEO PARCEL II (SOLD)
- 6 TERESA PASEO PARCEL III (SOLD)
- 7 TERESA PASEO PARCEL IV (SOLD)
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- 13 TOLTEC V (SOLD)
- 14 TOLTEC VI (SOLD)
- 15 YUCCA (SOLD)





Listing Price

| Name | Land Size | Price |
|-------------------------|----------------|-------------|
| Boomerang | 33.716± Acres | SOLD |
| Este Parcel I | 51.104± Acres | SOLD |
| Este Parcel II | 98.399± Acres | SOLD |
| Teresa Paseo Parcel I | 496,283± Acres | \$1,500,000 |
| Teresa Paseo Parcel II | 69.57± Acres | SOLD |
| Teresa Paseo Parcel III | 98.586± Acres | SOLD |
| Teresa Paseo Parcel IV | 178.111± Acres | SOLD |
| Teresa Paseo II | 114.086± Acres | \$1,800,000 |
| Toltec I | 27.702± Acres | \$270,000 |
| Toltec II | 31.332± Acres | \$354,400 |
| Toltec III | 49.326± Acres | \$525,800 |
| Toltec IV | 27.552± Acres | SOLD |
| Toltec V | 51.203± Acres | SOLD |
| Toltec VI | 38.029± Acres | SOLD |
| Yucca | 30.00± Acres | SOLD |

LOCATION OVERVIEW

Santa Teresa

Estimated Median Household Income: \$61,500

Compared to NM at \$41,963

Cost of Living index 91.5 (US Average 100)

Unemployment:

Santa Teresa (2014) 7.1%

New Mexico (2014) 6.9%

National (2014) 6.6%

Median Resident Age: 36

BUILDING PERMIT ISSUED (2013)

| City | All Permits | Single Family | Multi Family |
|----------------|-------------|---------------|--------------|
| Santa Teresa | 646 | 539 | 107 |
| El Paso, TX | 3,679 | 2,271 | 1,408 |
| Las Cruces, NM | 504 | 397 | 107 |

ABOUT SANTA TERESA

Santa Teresa is an unincorporated community in Doña Ana County, New Mexico, United States. Santa Teresa is on the International border with Mexico; the Border Crossing at this location is known as the San Jeronimo Crossing that links this area to Cd. Juarez Mexico, in the State of Chihuahua.

The city of El Paso has grown significantly and is expanding in the direction of Santa Teresa. Santa Teresa is part of the Las Cruces Metropolitan Statistical Area, although geographically it is considerably closer to El Paso, Texas than to Las Cruces, New Mexico. The economy of the Santa Teresa area has mostly been fueled by warehousing, manufacturing, distribution and the completion of the Union Pacific Fueling Station and Intermodal Facility. The Industrial submarket is made up of over 2,800,000 SF of industrial space, and is currently 98% occupied.



SURROUNDING AREAS

| CITY/LANDMARK | POPULATION | DISTANCE |
|------------------------------|------------|------------|
| San Jeronimo Border Crossing | - | 13 Miles |
| El Paso, TX (City Limits) | 674,433 | 7 Miles |
| Juarez (Mexico) | 1,332,131 | 20 Miles |
| Anthony, NM | 9,360 | 14 Miles |
| Las Cruces, NM | 101,047 | 40 Miles |
| Interstate 10 | - | 5 Miles |
| UTEP | - | 12 Miles |
| NMSU | - | 36 Miles |
| Fort Bliss | - | 19.5 Miles |

MARKET SUMMARY

SANTA TERESA PORT OF ENTRY

The Santa Teresa Port of Entry (POE) is located 42 miles south of New Mexico's second largest city, Las Cruces, and 20 minutes from historic downtown El Paso, Texas. From the POE, Interstate 10 is an easy 12 miles down the modern Pete Domenici Highway, the newest borderland multi-lane transportation link.

With little congestion and short lines, Santa Teresa, via its sister port Jeronimo is the premier driving route to southern Cd. Juarez, Cd. Chihuahua, and further into the interior of Mexico. Mexican travelers increasingly discover this port provides convenient and rapid access to New Mexico and the western United States.

Available Services at Santa Teresa Port of Entry:

- Pedestrian Traffic
- Mexican Immigration Services
- U.S. Immigration Services
- Permanent Vehicle Exports
- Temporary Vehicle Export Permits
- Non-Commercial Traffic
- Commercial Traffic
- Livestock
- Customs Brokers

Providing unique services, Santa Teresa is the only port in the region that processes most types of exported used vehicles destined for resale in Mexico.

Open daily for commercial, non-commercial, and pedestrian traffic, Santa Teresa is the newest port of entry on the US/Mexico border. The state-of-the art facilities were completed in 1997, replacing the original port, which opened in 1992.

Hundreds of thousands of cattle cross each year making the port host to the largest livestock import/export facility on the Mexican border.

In addition, Customs and Border Protection officers from Santa Teresa process international aircraft operations at the nearby county airport and oversee the Doña Ana County Foreign Trade Zone at the Santa Teresa Industrial Park.

SANTA TERESA AIRPORT

2660 Airport is in the heart of the Business Center which is the original industrial park in Santa Teresa. The building is adjacent to the Santa Teresa Airport, referred to as the The Doña Ana County International Jetport at Santa Teresa. It is a full-service jetport serving southern Doña Ana County. The jetport sports a runway that supports small jets, cargo aircraft and private planes. The runway is 9,549 feet long and 100 feet wide at an elevation of 4,112 feet above sea level. In 2014, a new facility for Customs was constructed and accommodates international flights. It is about 5 miles from the Santa Teresa border crossing.

OTHER FACTS

160 Airplanes Based at Santa Teresa:

- 19 Jets
- 24 Multi-Engine
- 117 Miscellaneous Planes

50± Hangars
3 Fixed Based Operators
(Maintenance, Repair, Fueling etc)
War Eagles Air Museum
Sky Diving Club

MAJOR EMPLOYERS

(SANTA TERESA, LAS CRUCES & EL PASO, TX)

- | | |
|---------------------------------------|---|
| • Union Pacific | • Convergys Call Center |
| • Gadsden Independent School District | • Sitel Call Center |
| • Tyson Foods | • Stahmann Farms |
| • Foamex | • T&T Staff Management LP |
| • International Wire | • University Medical Center |
| • Georgia Pacific | • Dish Network |
| • Expeditors | • Alorica |
| • Tyco Electronics | • GC Services |
| • CN Wire | • Del Sol Medical Center |
| • Continental Automotive | • RM Personnel |
| • Mallory Metal | • Automatic Data Processing, Inc. |
| • MCS | • El Paso Electric Corporation |
| • JH Rose | • Visiting Nurse Association of El Paso |
| • PK Tool | • Las Palmas Medical Center |
| • Southwest Steel Coal | • West Customer Management Group |
| • Stanco Metal Products | • Redcats USA Inc. |
| • White Sands Missile Range | • Western Refining |
| • New Mexico State University | • Datamark |
| • Memorial Medical Center | • Coca-Cola Enterprises |
| • Mountain View Medical Center | |

UNION PACIFIC

Union Pacific completed the Santa Teresa Intermodal Ramp in Santa Teresa, New Mexico, one year ahead of schedule. The 2,200 acre site will create value for Union Pacific customers located in the Southwestern U.S. through logistics efficiencies along Union Pacific's critical Sunset Route, the rail line running 760 miles from El Paso, Texas, to Los Angeles, California.

Located just west of the Santa Teresa Airport, Union Pacific's Santa Teresa rail facility includes a fueling station, crew change buildings, and an intermodal ramp with an annual lift capacity of approximately 225,000 containers. The southern region of New Mexico is now a strategic focal point where shippers can leverage the economic and environmental benefits of shipping freight by rail.

Facility construction created 3,000 jobs during the build phase from 2011 to 2014. The site will be home to 300-600 permanent jobs once the facility reaches full capacity. The project's estimated overall economic impact to New Mexico exceeds \$500 million, with Union Pacific's investment highlighting the company's commitment to enhancing the nation's transportation infrastructure and setting the standard for outstanding customer service.



Douglas Derrick Broker

SCOPE OF SERVICE EXPERIENCE

A native of El Paso, Douglas B. Derrick serves as the Managing Broker for NAI El Paso. Doug recruits and trains new agents and staff and oversees the activities of the Brokerage and Property Management divisions of the firm.

EDUCATIONAL BACKGROUND

University of Texas, Austin, TX - MBA

University of Texas, Austin, TX - BBA, Real Estate and Finance

BACKGROUND AND EXPERIENCE

A Texas licensee since 1979, Doug currently is a licensed broker in both Texas and New Mexico. During college, he worked under Gary Mauro, State Land Commissioner for the General Land Office. A native El Pasoan, Doug returned after college to the family-related land development company Derrick and Schaefer, Inc. As Vice President, Doug was responsible for various aspects of land development, marketing and property management including the development of numerous apartment projects across Texas. He has experience overseeing office, retail, industrial, and multi-family properties, been responsible for management and leasing of shopping centers, office buildings and other mixed use properties in the El Paso area and as well as served as Director of Brokerage Services for Titan to more effectively serve the industrial market along the Mexican border.

Doug helped establish NAI El Paso in 2007. As managing broker for NAI El Paso, Doug oversees all Brokerage segments, however, Doug has specialize in the Industrial segment.

SIGNIFICANT TRANSACTIONS

Federal Mogul Corporation
Kintetsu World Express
Siemens VDO
Tyco Electronics
Philips Components
Koger Equities
Honeywell Corporation
Camden Property Trust
PPG Industries
Time Warner Corporation
TriGem America Corporation
UPS Logistics
Allegiance Healthcare / Cardinal
Healthcare
Salter Labs

Rock-Tenn Corporation
MJ Celco
Mitsubishi Power Systems
Monarch Litho
C-III Realty
United Blood Services
CVS Pharmacy
Walgreens
Hager Pacific Properties
International Wire
Expeditors
Interceramic USA
Mitsui-Soko USA
Continental Automotive
Anthony Properties

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1,394± Acres of Land

Residential & Commercial Land

Santa Teresa, New Mexico



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Without limiting the foregoing, information contained in this Information Packet may vary from the date of publishing. In some instances, more complete or up-to-date information may have become available following the printing of the Information Packet. All sizes and square footages set forth herein are approximations only, based on information heretofore available. Actual sizes and square footage may vary.



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