

# 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)

**NAI** El Paso

Douglas Derrick, SIOR  
+1 915 727 4000  
dderrick@naielpaso.com

12350 Montwood, Suite 100  
El Paso TX 79928  
+1 915 859-3017  
naielpaso.com

## 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



**NAIEI** El Paso

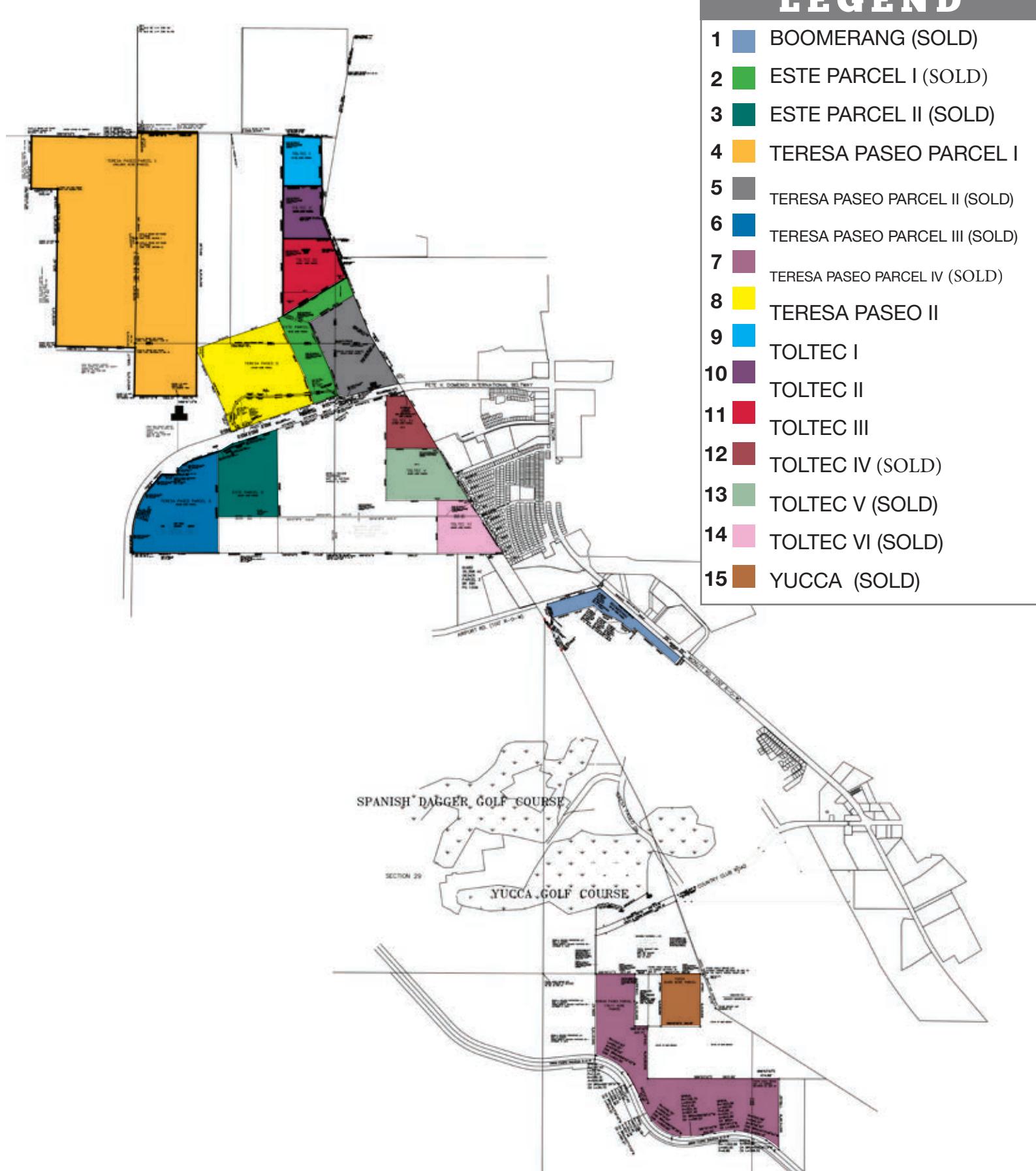
[www.naieelpaso.com](http://www.naieelpaso.com)

Douglas Derrick

+1 915 727 4000

[dderrick@naieelpaso.com](mailto:dderrick@naieelpaso.com)

# PROPERTY MAP





## **Listing Price**

<b>Name</b>	<b>Land Size</b>	<b>Price</b>
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

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

## 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

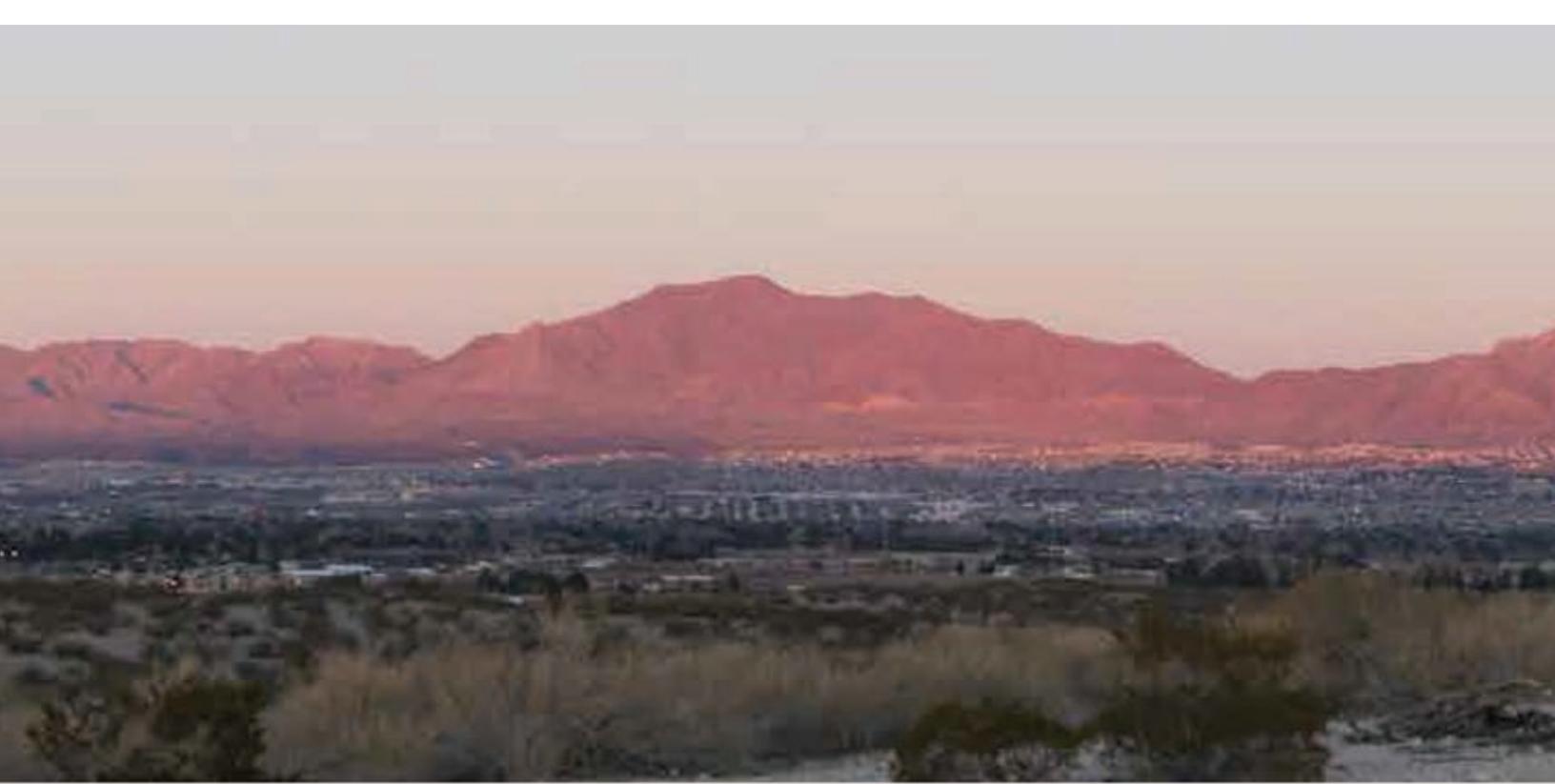
Rock-Tenn Corporation  
MJ Celco  
Mitsubishi Power Systems  
Monarch Litho  
C-III Realty  
United Blood Services  
CVS Pharmacy  
Walgreens  
Hager Pacific Properties  
International Wire  
Expeditors  
Interceramic USA  
Mitsui-Soko USA  
Continental Automotive  
Anthony Properties



# 1,394± Acres of Land

## Residential & Commercial Land

### Santa Teresa, New Mexico



## Disclaimer

No representations or warranties, express or implied, by operation of law or otherwise, are made as to the accuracy or completeness of these materials or any other confidential materials, or as to the condition, quality or fitness of the property and neither Seller nor NAI El Paso nor NAI 1st Valley nor any of their respective directors, officers, employees, stockholders, owners, affiliates, or agents will have any liability to receiving party or any other person resulting from receiving party's or any other person's use of the confidential materials. The property will be sold "as is" "where is" and "with all faults" as of the date of closing. Receiving party will have an opportunity to perform its own examination and inspection of the property and information relating to same and must rely solely on its own independent examination and investigation and not on any information provided by Seller or NAI El Paso or NAI 1st Valley. Only those representations and warranties, if any, that are made to receiving party in a sale contract when, as and if same is executed by receiving party and Seller, and subject to such limitations and restrictions as may be specified therein, will have legal effect. Without limiting the generality of the foregoing, any environmental reports, any structural reports, or any other type or kind of report prepared by a third party, if any, included in the confidential materials have not been prepared by Seller and neither Seller nor NAI El Paso nor NAI 1st Valley makes any representation or warranties with respect to the truth, accuracy, or completeness of same and neither receiving party, nor its representatives nor any other person shall be entitled to rely on such reports or any information contained therein.

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.



12350 Montwood, Suite 100  
El Paso TX 79928  
+1 915 859-3017  
[naielpaso.com](http://naielpaso.com)

**Douglas Derrick**  
+1 915 727 4000  
[dderrick@naielpaso.com](mailto:dderrick@naielpaso.com)