



Jeremiah Lay
Steinborn/TCN
Commercial RE
CCIM
(575) 571-1075
jeremiah@nm-realty.com
42258

OFFERING MEMORANDUM



USDA LEASED OFFICE BUILDING

405 E. FLORIDA, DEMING NM 88030

OFFERING SUMMARY

ADDRESS	405 E. Florida Deming NM 88030
COUNTY	Luna
BUILDING SF	5,168 SF
NET RENTABLE AREA (SF)	5,064
LAND ACRES	.49
LAND SF	21,344 SF
YEAR BUILT	1989
APN	3051138036515
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$499,000
PRICE PSF	\$98.54
OCCUPANCY	76.60%
NOI (CURRENT)	\$41,382
NOI (Pro Forma)	\$48,866
CAP RATE (CURRENT)	8.29%
CAP RATE (PRO FORMA)	9.79%

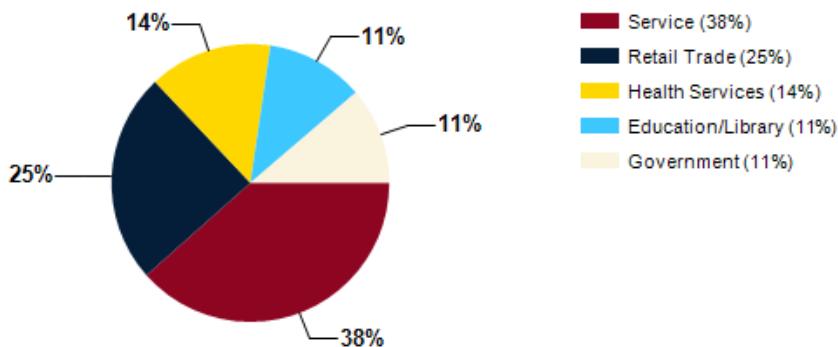
Highlights

- Stable Government Tenant
- Long term commitment to the location
- Potential for added income when fully leased
- Low maintenance construction style with limited capital improvement risk

Deming, NM

- Deming, New Mexico is located 30 miles North of the only 24/7 International Commercial Port of Entry in the Region and serves as a mid-point from Los Angeles to Houston. This further enhances its role in trade and commerce
- Deming, New Mexico serves as a key regional hub in Luna County, offering a strategic location along Interstate 10 between El Paso, TX, and Tucson, AZ. With a population of approximately 14,000, Deming benefits from steady traffic flow, a strong agricultural base, and a growing logistics sector.
- As the county seat of Luna County, Deming benefits from a stable governmental presence, which supports consistent demand and long-term stability for future office space.

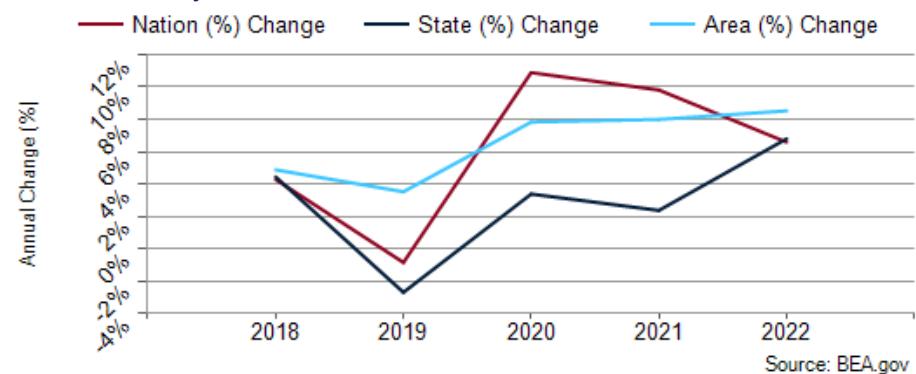
Major Industries by Employee Count

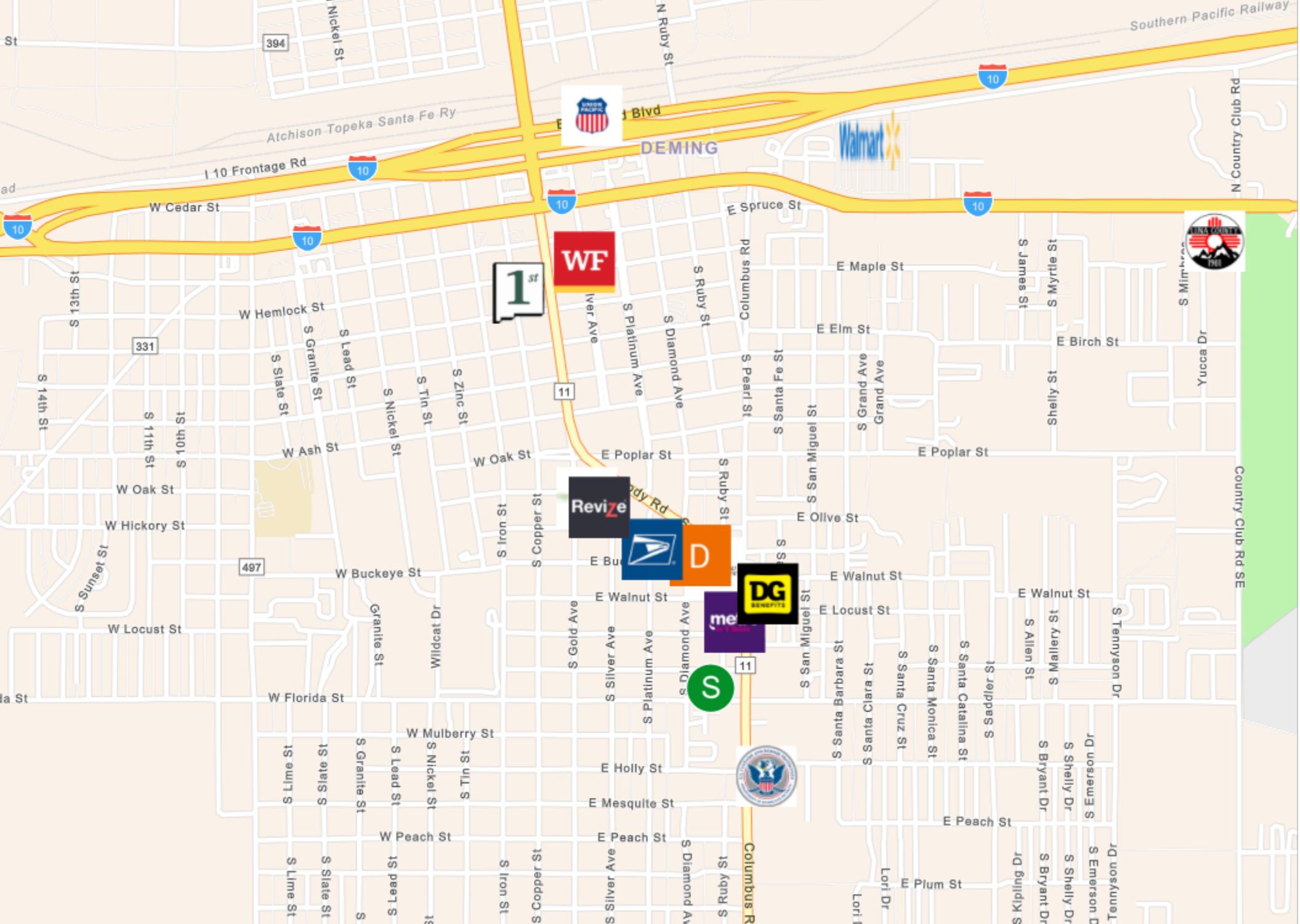


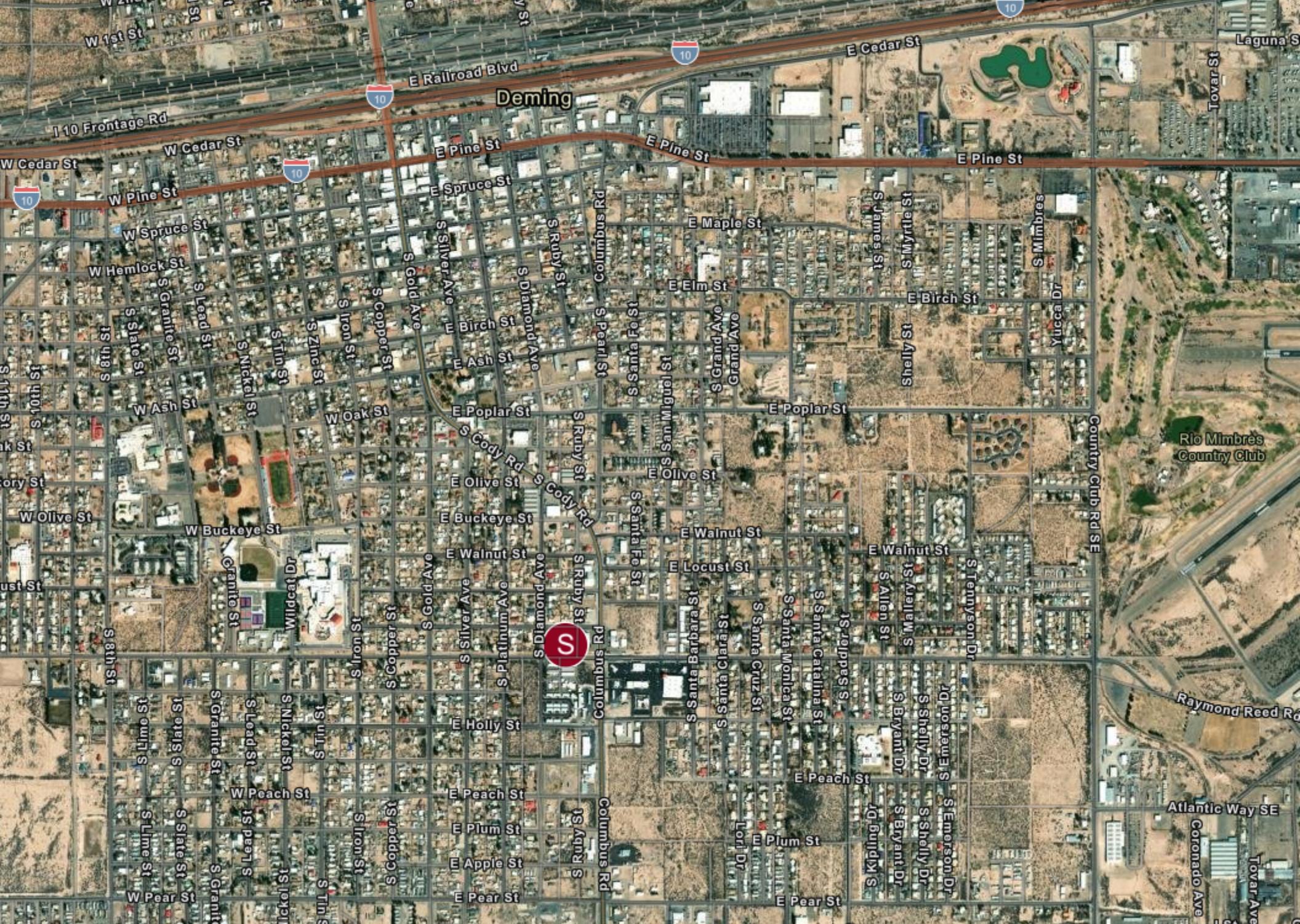
Largest Employers

Deming Public Schools	752
Homeland Security (Border Patrol)	396
Wal-Mart Supercenter	330
Mimbres Memorial Hospital	299
New Mexico Department of Transportation District I	258
County of Luna	230
Border Foods, Inc.	195
City of Deming	33

Luna County GDP Trend







PROPERTY FEATURES

NUMBER OF TENANTS	2
BUILDING SF	5,168
NET RENTABLE AREA (SF)	5,064
LAND SF	21,344
LAND ACRES	.49
YEAR BUILT	1989
ZONING TYPE	C-Commercial
NUMBER OF STORIES	1
NUMBER OF BUILDINGS	1

MECHANICAL

HVAC	Replaced in 2024
------	------------------

CONSTRUCTION

FOUNDATION	Concrete Slab
EXTERIOR	Metal & Brick Veneer
PARKING SURFACE	Asphalt
ROOF	Metal

TENANT INFORMATION

USDA	Full Service Gross
DEMING SOIL & WATER CONS.	NNN



				Lease Term			Rental Rates							
Suite	Tenant Name	Square Feet	% of NRA	Lease Start	Lease End	Begin Date	Monthly	PSF	Annual	PSF	CAM Revenue (Annual)	Lease Type	Options/Notes	
A	USDA - Natural Resources Conservation Service	2,717	53.65%	07/01/23	06/30/28	CURRENT	\$5,217	\$1.92	\$62,600	\$23.04		Full Service Gross	2,320 SF Individual Space, 397 SF of Shared Common Space	
B	Deming Soil & Water Conservation District	1,132	22.35%	11/01/25	10/31/28	CURRENT	\$625	\$0.55	\$7,500	\$6.63		NNN	970 SF Individual Space, 162 SF Shared Common Space	
C	Vacant	1,176	23.22%			FUTURE	\$686	\$0.58	\$8,232	\$7.00		NNN	1,039 SF Individual Space, 176 SF Shared Common Space	
Totals:		5,025					\$5,842		\$70,100					
Totals (Includes Vacant Space)							\$6,528		\$78,332					



United States
Department of
Agriculture

Natural Resources Conservation Service

Company

Trade Name

USDA - Natural Resources Conservation Service

Headquartered

Washington, D.C.

Website

<https://www.nrcs.usda.gov/>

Company

Trade Name

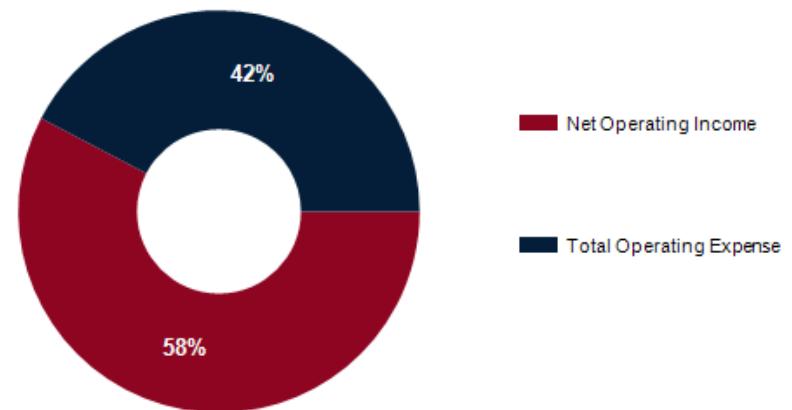
Deming Soil & Water Conservation District

Headquartered

Deming, NM

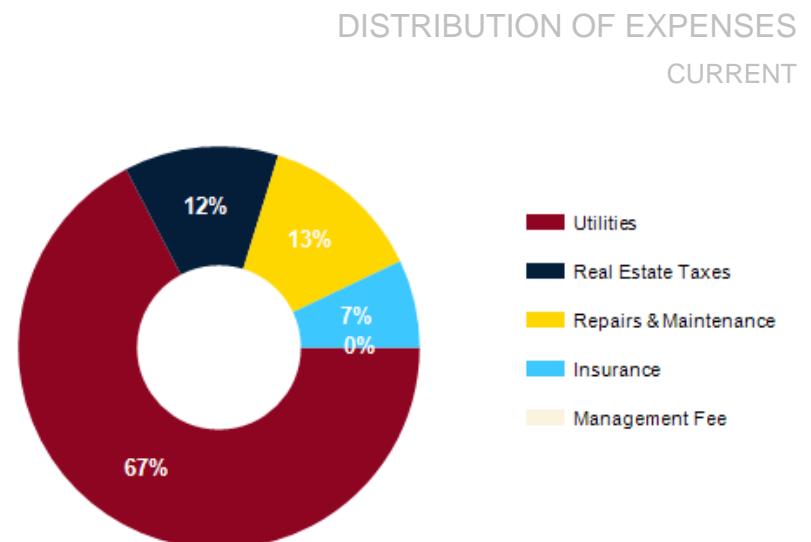
INCOME	CURRENT	PRO FORMA	
Gross Scheduled Rent	\$70,099	97.7%	\$78,499
Expense Reimbursement Revenue	\$1,656	2.3%	\$1,656
Effective Gross Income	\$71,755		\$80,155
Less Expenses	\$30,373	42.32%	\$31,289
Net Operating Income	\$41,382		\$48,866

Income Notes: 1. Proforma income based on leasing vacant space.



EXPENSES	CURRENT	PRO FORMA
Real Estate Taxes	\$3,776	\$4,692
Insurance	\$2,145	\$2,145
Repairs & Maintenance	\$4,000	\$4,000
Utilities	\$20,452	\$20,452
Total Operating Expense	\$30,373	\$31,289
Expense / SF	\$6.00	\$6.18
% of EGI	42.32%	39.03%

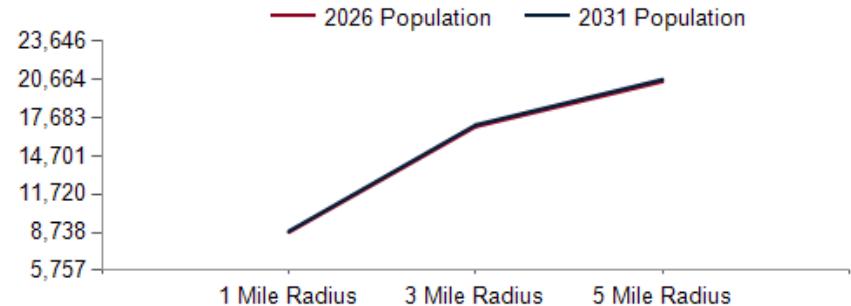
Expense Notes: 1. All utilities are lumped together.
 2. Janitorial is includes under repairs and maintenance.
 3. Proforma Expense - taxes are based on the list price, no utility increase since it will be pass through expense.



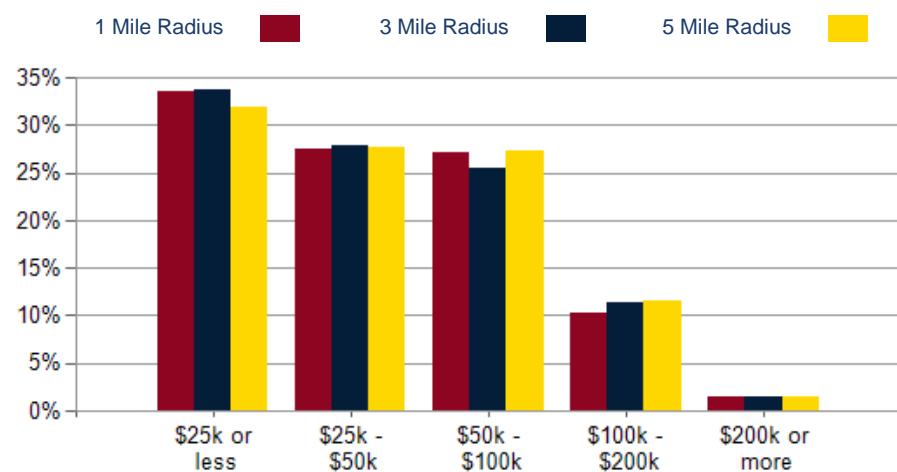
Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	8,351	16,030	19,390
2010 Population	8,358	16,227	19,570
2026 Population	8,738	16,977	20,498
2031 Population	8,836	17,120	20,664
2026 African American	142	252	287
2026 American Indian	125	248	306
2026 Asian	107	180	200
2026 Hispanic	6,569	12,027	14,317
2026 Other Race	1,959	3,745	4,588
2026 White	3,965	8,083	9,735
2026 Multiracial	2,432	4,452	5,363
2026-2031: Population: Growth Rate	1.10%	0.85%	0.80%

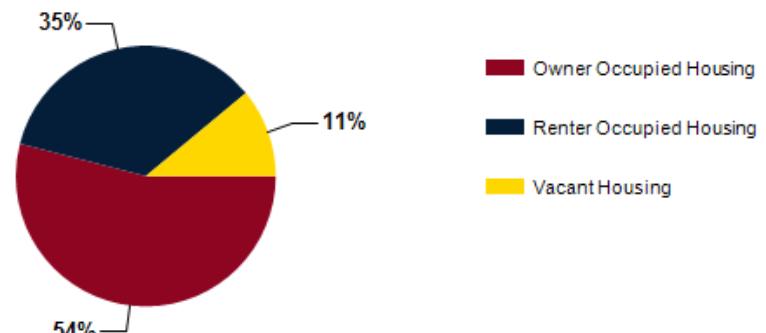
2026 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	530	1,042	1,151
\$15,000-\$24,999	613	1,143	1,336
\$25,000-\$34,999	500	871	1,058
\$35,000-\$49,999	441	931	1,097
\$50,000-\$74,999	538	971	1,310
\$75,000-\$99,999	385	680	824
\$100,000-\$149,999	308	647	785
\$150,000-\$199,999	43	92	113
\$200,000 or greater	52	87	112
Median HH Income	\$37,199	\$38,768	\$40,710
Average HH Income	\$51,560	\$51,475	\$52,674



2026 Household Income



2026 Own vs. Rent - 1 Mile Radius

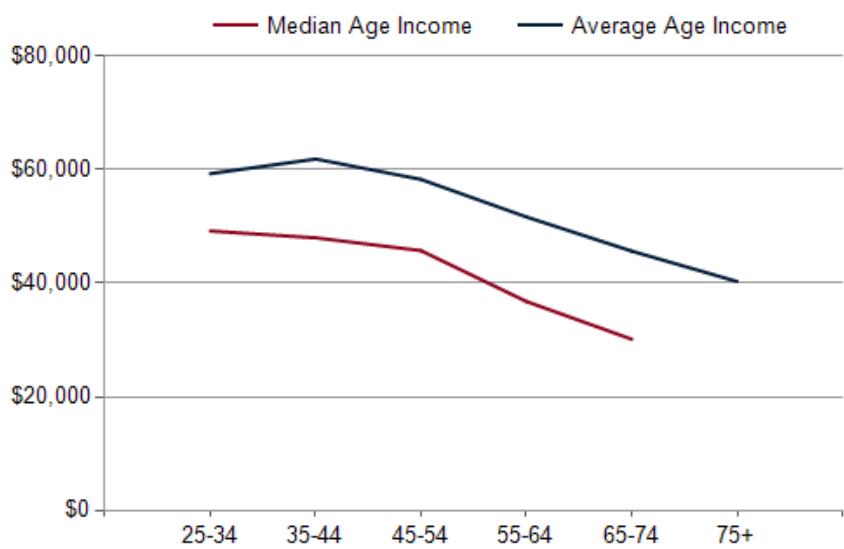
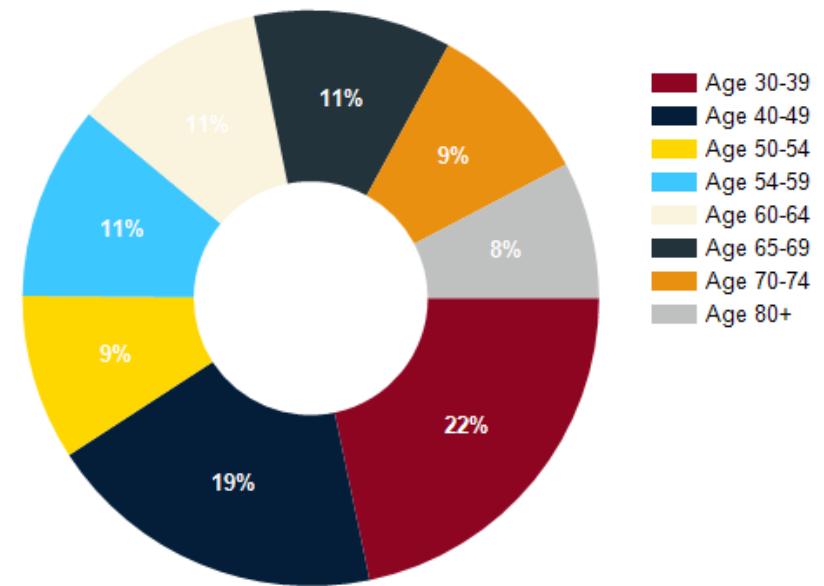


Source: esri

2026 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2026 Population Age 30-34	544	1,032	1,282
2026 Population Age 35-39	498	953	1,141
2026 Population Age 40-44	480	899	1,068
2026 Population Age 45-49	436	805	972
2026 Population Age 50-54	446	805	992
2026 Population Age 55-59	523	953	1,172
2026 Population Age 60-64	518	1,024	1,275
2026 Population Age 65-69	532	1,027	1,266
2026 Population Age 70-74	450	924	1,124
2026 Population Age 75-79	369	792	961
2026 Population Age 80-84	231	505	613
2026 Population Age 85+	213	437	506
2026 Population Age 18+	6,612	13,015	15,689
2026 Median Age	38	38	39
2031 Median Age	39	39	40

2026 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$49,189	\$44,988	\$47,015
Average Household Income 25-34	\$59,301	\$56,453	\$56,889
Median Household Income 35-44	\$47,989	\$46,955	\$50,000
Average Household Income 35-44	\$61,876	\$60,374	\$60,713
Median Household Income 45-54	\$45,727	\$43,406	\$45,487
Average Household Income 45-54	\$58,282	\$57,314	\$58,702
Median Household Income 55-64	\$36,772	\$37,666	\$39,871
Average Household Income 55-64	\$51,670	\$52,710	\$54,514
Median Household Income 65-74	\$30,111	\$31,565	\$33,701
Average Household Income 65-74	\$45,647	\$46,826	\$48,860
Average Household Income 75+	\$40,291	\$43,417	\$44,029

Population By Age





Jeremiah Lay
CCIM

Jeremiah Lay, CCIM, is an experienced commercial investment broker dedicated to helping clients navigate the complex world of commercial real estate investments.

With over 21 years of expertise, Jeremiah has built a reputation as a trusted advisor and expert in the industry.

Jeremiah's client-centric approach sets him apart. He takes the time to understand each client's unique goals, risk tolerance, and investment strategies, tailoring his approach accordingly. His strong and lasting relationships with clients have consistently exceeded expectations.

Jeremiah holds a bachelor's degree in Agricultural Business/Economics with a minor in finance from New Mexico State University. Jeremiah also brings the discipline and teamwork he developed as a former defensive end for New Mexico State University football team. He has earned the prestigious CCIM designation and remains ahead of industry trends through ongoing education and participation in professional organizations. This commitment to personal and professional growth allows him to provide his clients with cutting-edge insights and innovative solutions.