



# LAS CANTERAS BUSINESS PARK

LAS CANTERAS BUSINESS PARK PORTFOLIO, LAREDO, TX 78045

FOR SALE | OFFICE BUILDING



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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Forum CRE makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Forum CRE does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Forum CRE in compliance with all applicable fair housing and equal opportunity laws.

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## SECTION 1

# PROPERTY INFORMATION





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# COMPLETE HIGHLIGHTS

LAS CANTERAS BUSINESS PARK PORTFOLIO, LAREDO, TX 78045



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2439 Monarch Dr.

#### OFFERING SUMMARY

Sale Price:	Subject To Offer
Building Size:	14,638 SF
Cap Rate:	6.0%
NOI:	\$464,977
Zoning:	B-3



10410 Medical Lp. Building 5

#### OFFERING SUMMARY

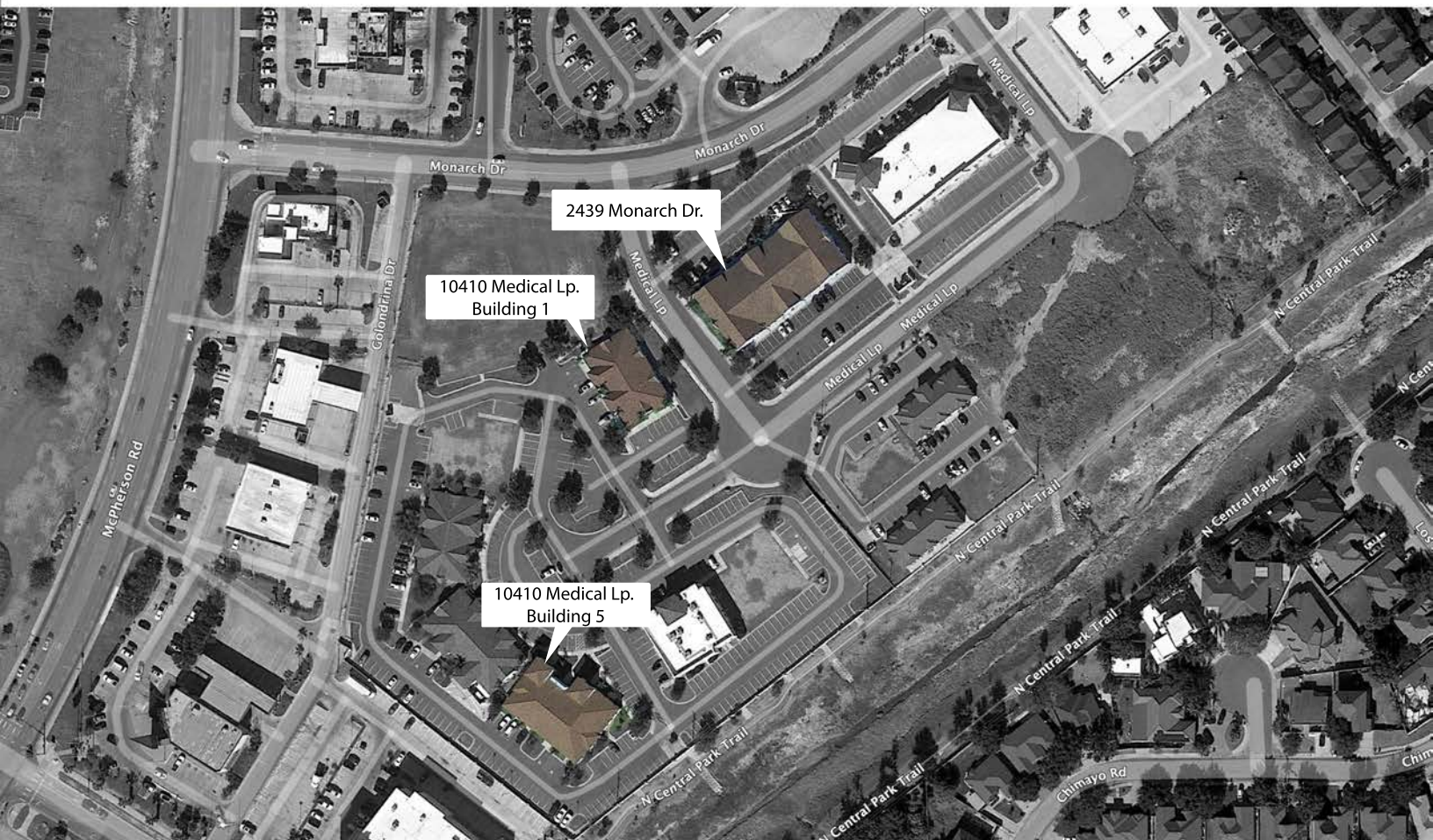
Sale Price:	Subject To Offer
Building Size:	8,005 SF
Cap Rate:	6.0%
NOI:	\$195,306
Zoning:	B-3



10410 Medical Lp. Building 1

#### OFFERING SUMMARY

Sale Price:	Subject To Offer
Building Size:	6,000 SF
Cap Rate:	6.0%
NOI:	\$188,378
Zoning:	B-3



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## SECTION 2

# LOCATION INFORMATION



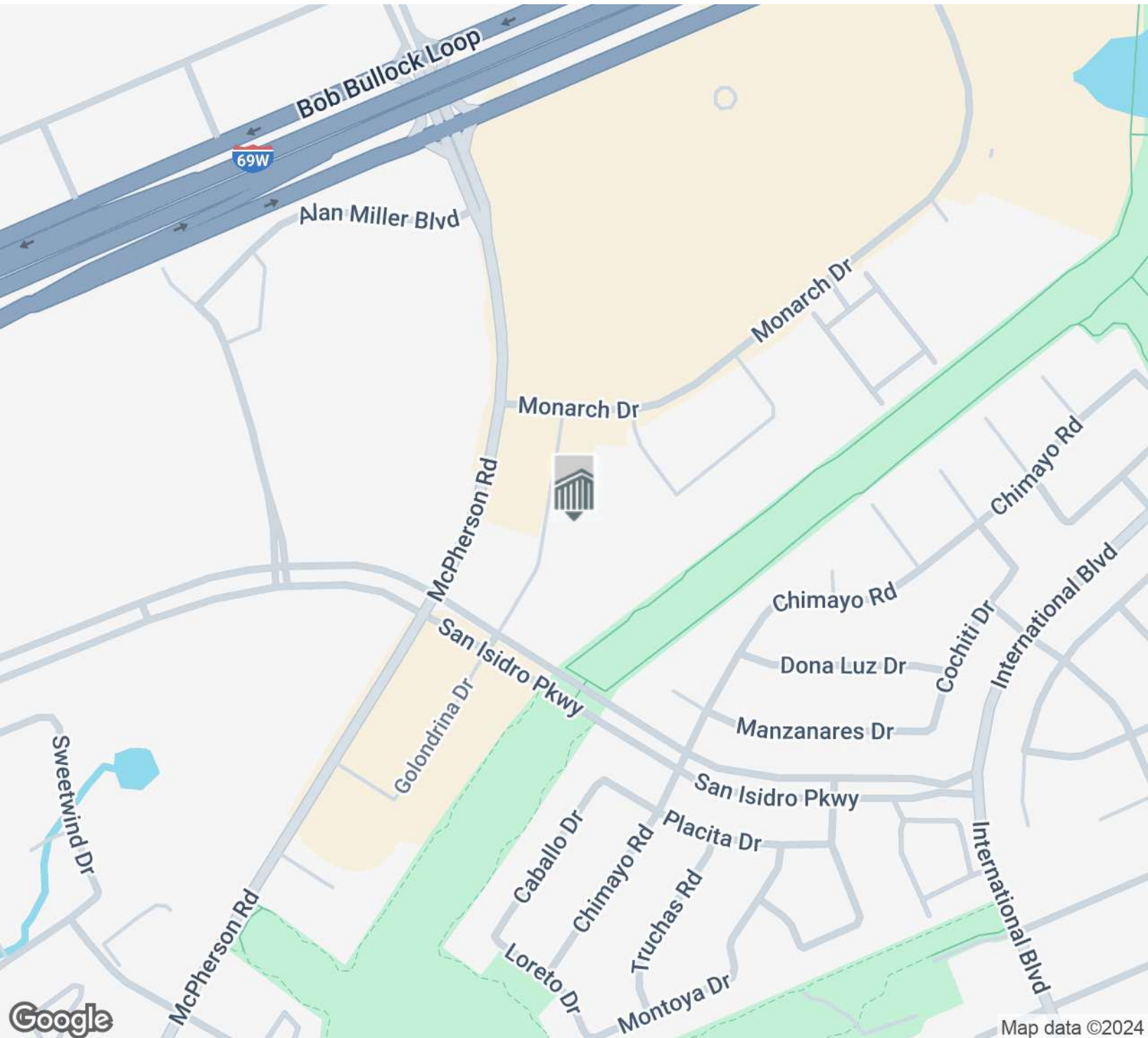
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# LOCATION MAP

LAS CANTERAS BUSINESS PARK PORTFOLIO, LAREDO, TX 78045



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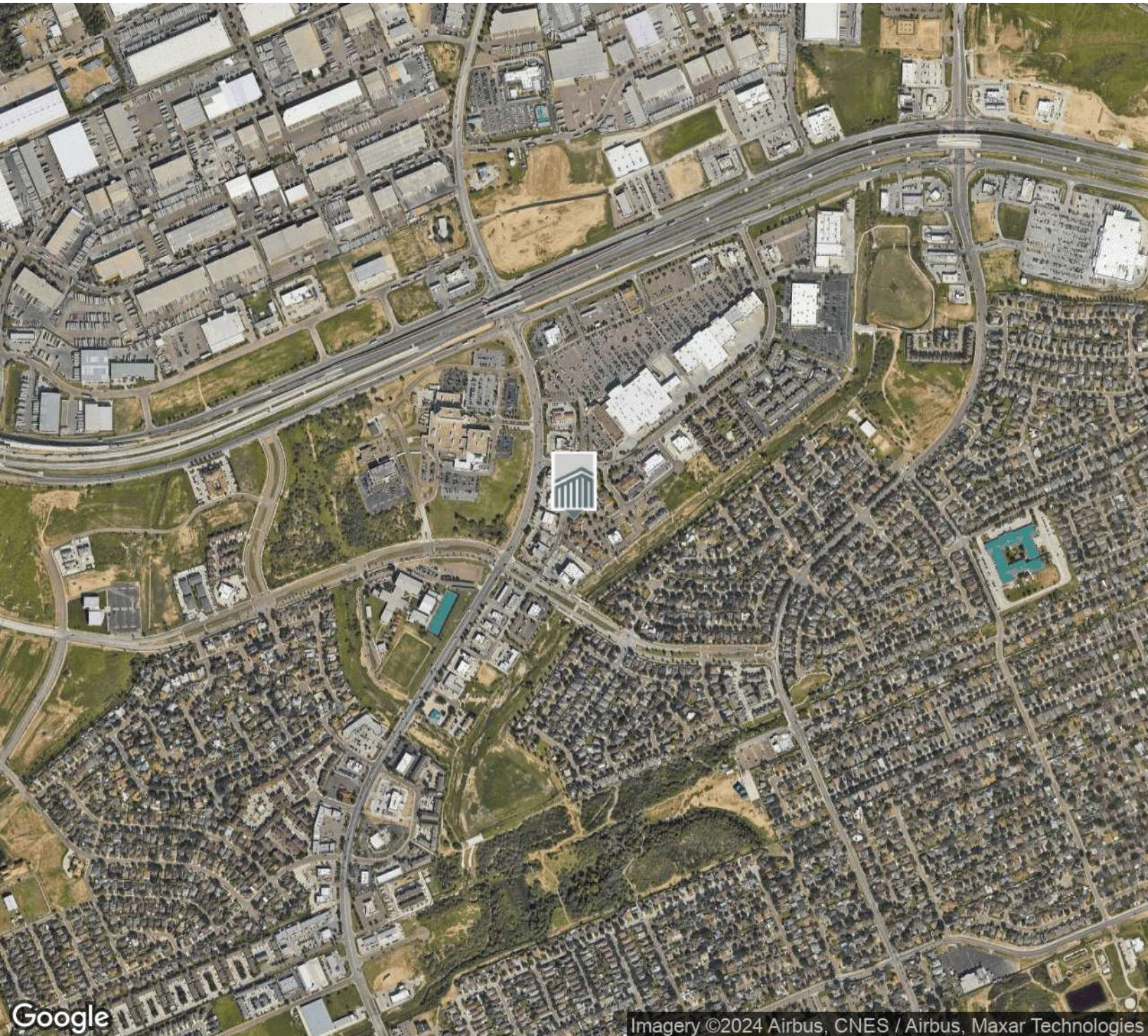
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# AERIAL MAP

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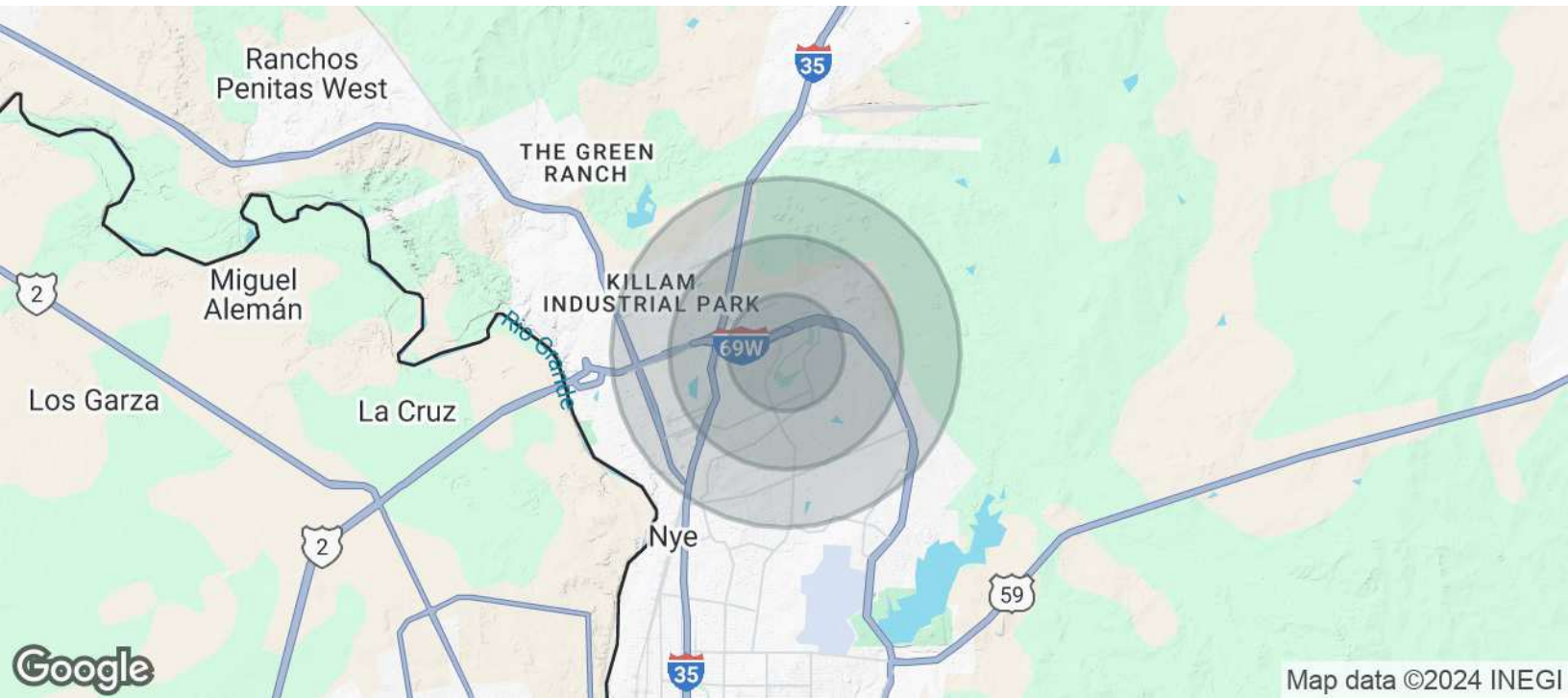
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## DEMOGRAPHICS MAP & REPORT

LAS CANTERAS BUSINESS PARK PORTFOLIO, LAREDO, TX 78045



POPULATION	1 MILE	2 MILES	3 MILES
Total Population	10,897	33,523	58,215
Average Age	31.4	33.5	32.5
Average Age (Male)	30.3	32.1	31.6
Average Age (Female)	33.0	33.9	32.6
HOUSEHOLDS & INCOME	1 MILE	2 MILES	3 MILES
Total Households	3,452	10,514	18,730
# of Persons per HH	3.2	3.2	3.1
Average HH Income	\$83,472	\$93,589	\$88,966
Average House Value	\$185,945	\$222,962	\$208,977

\* Demographic data derived from 2020 ACS - US Census

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## SECTION 3

# ADVISOR BIOS





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# ADVISOR BIO 1

LAS CANTERAS BUSINESS PARK PORTFOLIO, LAREDO, TX 78045



## CARLO MOLANO, SIOR

Managing Principal | Brokerage Services

carlom@forumcre.com

**Direct:** 956.717.9090 | **Cell:** 956.523.9403

TX #0565621

## PROFESSIONAL BACKGROUND

Real Estate Broker with over 12 years of Brokerage and Marketing experience in South Texas and Northern Mexico. Experienced in brokering projects for both USA and Mexican companies with Industrial and Office space in South Texas and along the USA-Mexico border. Has managed lease negotiations and projects of acquisition and disposition including the US Department of State, US Department of Transportation, US Attorney's Office, BBVA Compass Bank, O'Donnell/Prudential Mexico, Smurfit-Stone Mexico, Time Warner Cable / Spectrum, AT&T, Conoco, Wal-Mart, Medline Industries, Modine, Caterpillar, Kraus Development, Pioneer Drilling, National Auto Parts, US Cold Storage, Sunset Produce, Panalpina/DSV, Hurd Urban Development and Majestic Realty Co.

### SIGNIFICANT RECENT TRANSACTIONS

- 200,000 SF warehouse lease for a confidential tenant, Laredo, TX (2020). Landlord Representation.
- 423,000 SF warehouse lease for Source Logistics in Laredo, TX (2020). Landlord Representation.
- 80,000 SF warehouse lease for Panalpina/DSV in Laredo, TX (2019). Intermediary.
- 95,000 SF warehouse lease for AVANZA Customs Brokers in Laredo, TX (2019). Intermediary.
- 55,000 SF warehouse lease for Leyendecker Supply Chain Solutions in Laredo, TX (2019). Intermediary.
- 71,000 SF warehouse lease for Love's Tire Retread in Laredo, TX (2019). Intermediary.
- 250,000 SF warehouse BTS for Buckland Customs Brokers in Laredo, TX (2018). Intermediary.
- 166,000 SF warehouse lease to Yazaki in Laredo, TX (2018). Landlord Representation.
- 26 AC land sale to BlueScope (owner of Buttler steel structures) for a BTS of 200,000 SF in Laredo, TX (2018). Buyer Representation.
- 30 AC land sale to US Cold Storage for construction of a 250,000 SF Cold Storage Facility in Laredo, TX (2017). Seller Representation.
- 212 AC land site sold to Khaledi Development (KRK Group) for industrial development in Laredo, TX (2016). Buyer Representation.
- 256,000 SF warehouse acquired by Medline Industries in Laredo, TX (2016). Buyer Representation.
- 300,000 SF warehouse lease renewal for OHL - Geodis in Laredo, TX (2016). Tenant Representation.

### Forum CRE

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# ADVISOR BIO 2

LAS CANTERAS BUSINESS PARK PORTFOLIO, LAREDO, TX 78045



## BRIAN MANNING

Associate | Brokerage Services | Property Management

brianm@forumcre.com

Direct: 956.717.9090 | Cell: 956.744.2085

TX #728661

## PROFESSIONAL BACKGROUND

### CAREER SUMMARY

Recently transitioned into the Real Estate Market in South Texas from a 15-year career in architecture and business/branding development. Experience in the world of construction and renovation, on many scales, gives a unique perspective into real-estate and development. An educated knowledge in buildings and building systems also provides Forum's clients an insightful approach to property management as well as project development.

### Current Property Management

- Local Management and representation for Geis Realty group and the handling of the Laredo Medical center (largest hospital in Laredo)

### Brokerage Services

- Local and regional listings as well as national client representation

## EDUCATION

### Degrees and Licenses

Holds a bachelor's degree in Environmental design from the University of Puerto Rico School of Architecture and a master's degree in Architecture from Columbia University. He has been a guest design critic at The Polytechnical University of Puerto Rico, The University of Puerto Rico School of Architecture, Columbia University and the New York Institute of Technology. Brian spent 2 years as a design lecturer at Raffles Design Institute in Shanghai, China. He is a Licensed Real Estate agent.

## MEMBERSHIPS

STCAR

CCIM Associate

### Forum CRE

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# Information About Brokerage Services

*Texas law requires all real estate licensees 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.

## 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.

**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.

**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:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o 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.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

## TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- # The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- # Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**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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Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<b>Carlo A. Molano</b>	<b>565621</b>	<b>carlom@forumcre.com</b>	<b>(956)523-9403</b>
Designated Broker of Firm	License No.	Email	Phone
<b>Carlo A. Molano</b>	<b>565621</b>	<b>carlom@forumcre.com</b>	<b>(956)523-9403</b>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
<b>Miguel I. Rodriguez Jr.</b>	<b>560175</b>	<b>miker@forumcre.com</b>	<b>(956)286-1926</b>
Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

**Regulated by the Texas Real Estate Commission**

TXR-2501

FORUM CRE, 10410 Medical Loop 5A Laredo TX 78045

Miguel Rodriguez

**Information available at [www.trec.texas.gov](http://www.trec.texas.gov)**

IABS 1-0 Date

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