

# Industrial Land Opportunity

7001 Bi-National Avenue Santa Teresa, New Mexico 88008 www.cbre.com/elpaso



# **Property Overview**

+ APN: 17-13529

+ Parcel ID:

4-013-171-033-125

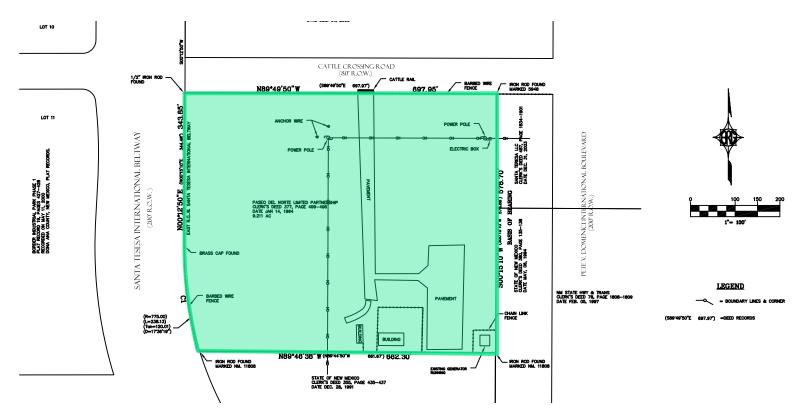
+ Legal Description: S: 18 T: 29S R: 3E PT OF WHFNWQTR,

DONA ANA, NM, TOWNSHIP 3E-29-18, NEIGHBOR CODE 105

+ Available Land Area: 9.21 acres

+ Zoning: Remote

+ Utilities: At property line or close by





# Regional Advantage

Santa Teresa is equi-distance between Southern California and Houston and the center of the southwest U.S. with easy access to the major Texas metros, Phoenix and Denver. Interstate 10 is the major highway running from L.A. to Houston and the UPRR's Sunset Corridor connects with Port of L.A./Long Beach with Santa Teresa and El Paso, the gateway to Mexico's maquiladora market. The macro location advantages are enhanced by the less congested Santa Teresa International Port of Entry, the Overweight Cargo Zone and significantly lower drayage costs compared to warehouses in east El Paso.

- + Jet Port expansion the runway capacity upgrade from 90,000 lbs. to 255,000 lbs. will enable it to handle up to 757 cargo aircraft to be ready by January 2025.
- + Junction of Pete Domenici (SH178) and Interstate-10 at Artcraft to include additional access and exit ramps along with the widening of Interstate 10 from Mesa to Vinton work is currently underway with target completion date in early 2025.
- + The Border Highway Connector extension of St. Francis Avenue to Highway 9 to McNutt Road, will provide a second source of ingress and egress and make the entire Santa Teresa development very accessible feasibility completed target start date is September 2025.
- + POE expansion / improvements from 3 northbound commercial lanes to 15 and 2 northbound POV lanes to 11 feasibility just completed + discussions are underway for similar improvements on the Mexican side.
- + There is an overpass planned for the at-grade Union Pacific rail lines on Industrial Avenue start date pending.
- + Alta Mesa Estates housing development 1,200 acres 4,500 residential units on the eastern side of Pete Domenici between Strauss Road and Highway 9. Ground breaking to be announced late 2024.







## **Logistical Savings**

- + Union Pacific Intermodal: A short 11 miles away, the location allows for significant drayage savings. Average drayage costs within Santa Teresa are \$100 \$150 roundtrip v. \$300 \$350 to East El Paso.
- + Overweight Freight Zone: Allows for truck loading capacity up to 96,000 lbs. vs. the U.S. stan-dard of 84,000 lbs. As a result, six truck loads in Santa Teresa is equivalent to seven in El Paso equating to transportation savings of ~14%.
- + U.S. México Border: The Santa Teresa Port of Entry averages under 15 minutes of wait time per border crossing compared to the unpredictability of the Zaragoza Bridge in East El Paso (wait times can range from 45 minutes to over six hours). The Santa Teresa crossing is also free compared to a \$14 fee at the Zaragoza entry.
- + FedEx Ground: Located 7 miles to a FedEx Ground facility, this location can offer extensive shipping savings to FedEx customers.
- + Doña Ana County International Jetport: Only 7.5 miles away, recent renovations allow for in-creases in air freight and cargo plane shipments.

### **Operational Savings**

- + Property Taxes: Real estate taxes and personal property taxes are ~67% lower in Santa Teresa than El Paso. As a result, real estate operating costs in Santa Teresa are typically \$0.90psf less than El Paso.
- + Foreign Trade Zone/Inventory Tax: While both El Paso and Santa Teresa are located in a for-eign trade zone, only Santa Teresa offers no inventory tax, creating a competitive advantage to operators in Santa Teresa.
- + No Sales Tax for Trade Companies: New Mexico does not have a sales tax, and instead charges a Gross Receipts Tax. There are advantages associated with this subject to certain uses and operations.



7001 Bi- National Avenue | Santa Teresa, New Mexico 88008



# **Contact Us**

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### **Information About Brokerage Services**



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.

#### 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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