

SANTA TERESA BUSINESS PARK

PREMIER CORPORATE CAMPUS | SANTA TERESA, NEW MEXICO



FOR LEASING INFORMATION, PLEASE CONTACT



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SANTA TERESA
Business Park

Disclaimer: The information contained herein has been obtained from sources deemed reliable; however, no guaranty or warranty can be made as to its accuracy, completeness or adequacy of this information. All offerings are subject to prior lease or withdrawal from the market without notice. All images shown are conceptual and designs are subject to change.

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PROJECT OVERVIEW

**SEVEN (7) FREE STANDING BUILDINGS
IN CAMPUS SETTING WITH POTENTIAL
FOR 800-900 WORKFORCE**



**THIS MULTI-BUILDING CAMPUS
DEVELOPMENT OFFERS A COMPLETE CLASS A
CORPORATE OFFICE ENVIRONMENT IDEAL
FOR TECHNOLOGY, HEALTHCARE,
EDUCATION OR BACK OFFICE OPERATIONS**

This project is equipped with **fiber, a high parking ratio, excellent labor analytics** and State of New Mexico incentives for employers seeking a “ready” facility for contact center operations.

HIGHLIGHTS

- 81,975 Total SF
- 8.5 acres land area
- C-4 Zoning
- Construction period between 2005-2014
- Substantial parking capacity on-site (8.2:1,000 sf)
- Classroom & conference space layout
- Close proximity to fiber hub at intersection
- All buildings interconnected equipped with AT&T fiber
- Ample zoned HVAC in place for high density usage

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PROJECT OVERVIEW (CONTINUED)



- Attractive masonry construction
- Heavy landscaping and outdoor green spaces
- High capacity restrooms
- Prominent building face & monument signage on all buildings
- Dedicated IT rooms with HVAC
- Attractive southwest landscaping
- Professional management by **L & M Asset Management**

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BUILDING SUMMARY



81,975 TOTAL SQUARE FEET ON CAMPUS

- 5290 McNutt 10,000 SF
- 5250 McNutt 3,765 SF
- 1290 Country Club 13,200 SF
- 1270 Country Club 10,815 SF
- 1268 Country Club 17,795 SF
- 1190 Country Club 13,200 SF

POTENTIAL USES INCLUDE:

- HEALTHCARE
- TYPICAL OFFICE
- TECHNOLOGY
- RESEARCH / LABORATORY
- EDUCATION / TRAINING
- BACK OFFICE / CONTACT CENTER

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LOCATION



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AREA MAP



**Downtown
El Paso**

APPROX.
11.5 MILES

APPROX.
3.3 MILES



TEXAS

NEW MEXICO

Country Club Rd

McNutt Rd



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CAMPUS VIEW



1190 Country Club
13,200 SF

1268 Country Club
17,796 SF

1290 Country Club
13,200 SF

5250 McNutt
3,766 SF

5290 McNutt
10,000 SF

1270 Country Club
10,815 SF



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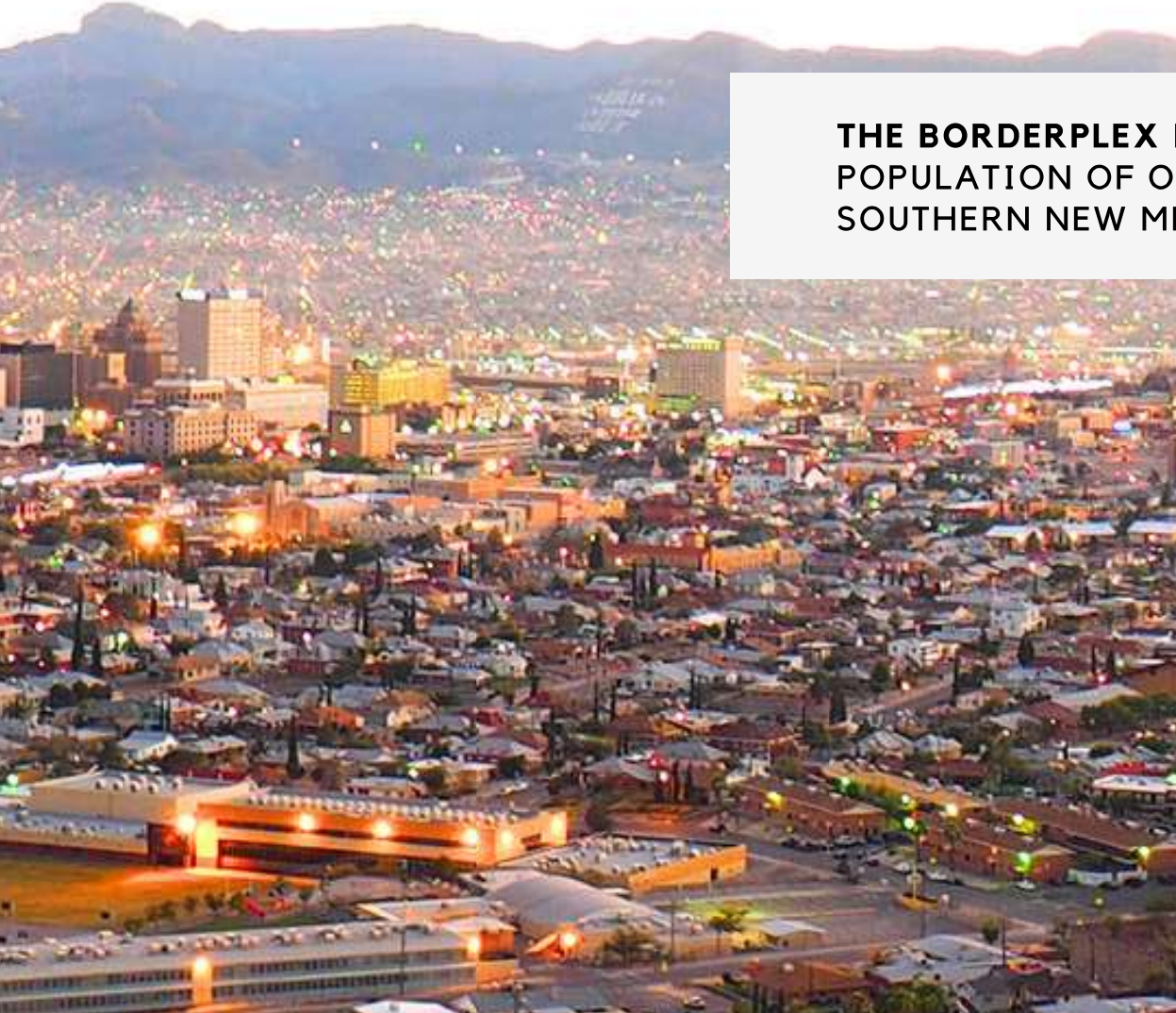
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BORDERPLEX REGION INFORMATION



THE BORDERPLEX REGION HAS A COMBINED POPULATION OF OVER 2.5 MILLION RESIDENTS IN SOUTHERN NEW MEXICO, JUAREZ & EL PASO

- Major metropolitan center
- One of the top locations in United States for contact center operations
- Major transportation hub - I-10, Railroad (2), Air (4) airlines (2) International Airports
- Three Universities – UTEP, NMSU and El Paso Community College
- Medical School, Dental School and Nursing Schools
- Extremely favorable cost-of-living index.
- Abundant cultural and entertainment opportunities
- Year-round sports and outdoor recreation
- New AAA Baseball Park, AAA Team, and downtown entertainment

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WORKFORCE AND TRAINING

THE BORDERPLEX BOASTS A YOUNG, GROWING REGIONAL WORKFORCE

Due to the lack of congestion on the area's interstate highways, commutes between metropolitan centers are relatively short and used often. Many of the residents in the rural areas commute to Las Cruces or El Paso due to their employment opportunities.

HIGHLIGHTS

- The regional civilian labor force within a one-hour commute exceeds 450,000 (U.S.)
- The unemployment rate within a one-hour commute is 4.02
- The average wage per job within a one-hour commute is \$38,000
- The average commute time is 20 minutes

THE BORDERPLEX OFFERS SUPERIOR EDUCATION OPPORTUNITIES DUE TO THE REGION'S ELEVEN (11) **UNIVERSITY AND COMMUNITY COLLEGE CAMPUSES**. THIS TRANSLATES TO A WORKFORCE PIPELINE OF **OVER 90,000 FUTURE EMPLOYEES**.

- New Mexico State University's main campus in Las Cruces has an **enrollment of 25,312**
- Doña Ana Community College's **enrollment totals 10,644**
- University of Texas, El Paso's **enrollment totals 23,397**
- El Paso Community College's **enrollment totals 30,723**
- Many of the area's Early College High Schools offer courses that graduate high school seniors with an **Associate's Degree in specialized technical areas**
- There are a number of other **specialized training facilities** located throughout the Borderplex

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STATE INCENTIVES

THE STATE OF NEW MEXICO OFFERS NUMEROUS INCENTIVES AND TAX CREDITS FOR CORPORATE EXPANSION AND JOB CREATION IN SOUTHERN NEW MEXICO

State incentives can be augmented by Local Economic Development Act incentives.

INCENTIVE PROGRAMS INCLUDE:

- Financial Management Tax Credit
- High Wage Jobs Tax Credit
- Rural Jobs Tax Credit

FOR MORE INFORMATION ON STATE INCENTIVES, CONTACT:

Jerry Pacheco

Senior Business Advisor
2660 Airport Road, Ste. 780
Santa Teresa, NM 88008
Ph: **575-589-2200**
Cell: **915-491-5910**

ADDITIONALLY VISIT:

WWW.NMBORDERPLEX.COM
WWW.BORDPLEXALLIANCE.COM



THE BORDERPLEX ALLIANCE

Cd. Juárez · El Paso · Las Cruces



**Mesilla Valley
Economic
Development
Alliance**



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ADDITIONAL INFORMATION — CALL CENTER

BORDERPLEX REGION CONTACT CENTER ADVANTAGES

- Successful concentration of customer service operations in area
- Large bilingual workforce
- Highly competitive wage rates & dependable workforce
- Source of Labor:
 - Fort Bliss Military Post
 - 14 universities/colleges in region
- Mountain Time Zone
- Excellent year round climate with 300+ days per year of sunshine
- Reliable power grid
- Broad telecommunications & fiber-optic networks



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SITE DEMOGRAPHICS

Population	2 mile	5 mile	10 mile
2010 Population	12,493	97,821	192,530
2022 Population	15,070	112,340	212,284
2027 Population Projection	15,731	116,214	217,455
Annual Growth 2010-2022	1.7%	1.2%	0.9%
Annual Growth 2022-2027	0.9%	0.7%	0.5%
Median Age	38.3	34.5	35.4
Bachelor's Degree or Higher	43%	35%	35%
U.S. Armed Forces	44	500	1,818

Population By Race	2 mile	5 mile	10 mile
White	14,196	104,839	195,120
Black	271	2,282	6,310
American Indian/Alaskan Native	147	952	2,011
Asian	208	2,418	4,935
Hawaiian & Pacific Islander	30	192	469
Two or More Races	219	1,658	3,439
Hispanic Origin	10,208	86,848	160,861

Housing	2 mile	5 mile	10 mile
Median Home Value	\$246,706	\$176,456	\$180,326
Median Year Built	1994	1992	1986

Households	2 mile	5 mile	10 mile
2010 Households	4,318	32,390	67,743
2022 Households	5,187	37,123	74,755
2027 Household Projection	5,417	38,380	76,563
Annual Growth 2010-2022	2.1%	1.9%	1.5%
Annual Growth 2022-2027	0.9%	0.7%	0.5%
Owner Occupied Households	4,413	26,976	45,960
Renter Occupied Households	1,004	11,404	30,603
Avg Household Size	2.9	3	2.8
Avg Household Vehicles	2	2	2
Total Specified Consumer Spending (\$)	\$200M	\$1.2B	\$2.2B

Income	2 mile	5 mile	10 mile
Avg Household Income	\$105,540	\$80,511	\$76,684
Median Household Income	\$91,150	\$62,775	\$56,431
< \$25,000	611	7,914	18,368
\$25,000 - 50,000	720	6,879	15,104
\$50,000 - 75,000	824	6,838	13,575
\$75,000 - 100,000	678	4,664	7,967
\$100,000 - 125,000	910	4,393	7,281
\$125,000 - 150,000	358	1,911	3,842
\$150,000 - 200,000	639	2,659	4,618
\$200,000+	446	1,864	4,002

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**NEW MEXICO ASSOCIATION OF REALTORS®
BROKER DUTIES - 2024
PART I – BROKER DUTIES**



Per New Mexico law, Brokers are required to perform a specific set of applicable Broker Duties. Prior to the time the Broker generates or presents any written documents that has the potential to become an express written agreement, he/she must disclose such duties and obtain written acknowledgement that the Broker has made such disclosures.

SECTION A: All Brokers in this transaction owe the following broker duties to ALL buyers, sellers, landlords and tenants in this transaction, even if the broker is not representing the buyers, sellers, landlords and tenants in the transaction:

1. Honesty and reasonable care and ethical and professional conduct;
2. Compliance with local, state, and federal fair housing and anti-discrimination laws, the New Mexico Real Estate License Law and the Real Estate Commission rules and other applicable local, state, and federal laws and regulations;
3. Performance of any and all written agreements made with the prospective buyer, seller, landlord (owner) or tenant;
4. Written disclosure of any potential conflict of interest that the broker has in the transaction, including, but not limited to:
 - A. Any written brokerage relationship the Broker has with any other parties to the transaction or;
 - B. Any material interest/relationship of a business, personal or family nature that the broker has in the transaction; or
 - C. Any written agreement the Broker has with a Transaction Coordinator who will be providing services related to the transaction.
5. Written disclosure of any adverse material facts actually known by the broker about the property or the transaction, or about the financial ability of the parties to the transaction to complete the transaction; adverse material facts requiring disclosure do not include any information covered by federal fair housing laws or the New Mexico Human Rights Act.

SECTION B: In addition to the above duties, Broker(s) owes the following Broker Duties to the buyers, sellers, landlords and/or tenants in this transaction to whom the Broker(s) is/are directly providing real estate services, regardless of the scope and nature of those services.

1. Unless otherwise agreed to in writing by the party, assistance to the party in completing the transaction including:
 - A. timely presentation of and response to all written offers or counteroffers; and
 - B. active participation in assisting in complying with the terms and conditions of the contract and with the finalization of the transaction;

If the broker in the transaction is not providing the service, advice or assistance described in Paragraphs 1A or 1B of this Subsection, the party must agree in writing that the broker is not expected to provide such service, advice or assistance. The broker shall disclose the existence of such agreement in writing to the other brokers involved in the transaction.
2. Acknowledgement by the broker that there may be matters related to the transaction that are outside the broker’s knowledge or expertise and that the broker will suggest that the party seek expert advice on these matters;
3. Advise to consult with an attorney regarding the effectiveness, validity or consequences of any written document generated by the brokerage or presented to the party and that has the potential to become an express written agreement;
4. Prompt accounting for all money or property received by the broker;
5. Maintenance of any confidential information learned in the course of any prior agency relationship unless the disclosure is with the former principal’s written consent or is required by law;
6. Written disclosure of brokerage relationship option available in New Mexico:
 - A. **Exclusive agency:** an express written agreement between a person and a brokerage wherein the brokerage agrees to exclusively represent as an agent the interest of the person in real estate transaction;
 - B. **Dual agency:** an express written agreement that modifies existing exclusive agency agreements to provide that the brokerage agrees to act as facilitator in real estate transaction rather than as an exclusive agent for either party;
 - C. **Transaction Broker:** The non-fiduciary relationship created by law, wherein a brokerage provides real estate services without entering into an agency relationship.
7. Unless otherwise authorized in writing, a broker who is directly providing real estate services to a seller shall not disclose the following to the buyer in a transaction:
 - A. that the seller has previously indicated he/she will accept a sales price less than the asking or listed price;
 - B. that the seller will agree to financing terms other than those offered;
 - C. the seller’s motivation for selling/leasing; or
 - D. any other information the seller has requested in writing remain confidential, unless disclosure is required by law;
8. Unless otherwise authorized in writing, a broker who is directly providing real estate service to a buyer shall not disclose the following to the seller in the transaction:
 - A. that the buyer has previously indicated he/she will pay a price greater than the price submitted in a written offer;
 - B. the buyer’s motivation for buying; or
 - C. any other information the buyer has requested in writing remain confidential, unless disclosure is required by law.

BUYER(S), SELLER(S), LANDLORD(S) AND/OR TENANT(S): PLEASE ACKNOWLEDGE RECEIPT BY INITIALING BELOW.



NEW MEXICO ASSOCIATION OF REALTORS®
BROKER DUTIES - 2024



PART II - OTHER REQUIRED DISCLOSURES
Broker shall update these and all other required disclosures as needed.

If any of the following apply, attach Broker Duties Supplemental Disclosure NMAR Form 2100 or other disclosure document.

- 1. [] Broker has a written brokerage relationship with any other party(ies) to the transaction.
2. [] Broker(s) has any CONFLICT OF INTEREST (including any material interest or relationship of a business, personal, or family nature in the transaction).
3. [] Broker(s) knows of ADVERSE MATERIAL FACTS about the Property or Transaction.
4. [] Broker(s) has a written agreement with a TRANSACTION COORDINATOR who will be providing services related to the transaction.
5. [] PROPERTY MANAGEMENT ONLY. TO TENANT: If Broker is working as a residential property manager...

APPLICABLE PARTY

PARTY IS A [] SELLER [] BUYER [] LANDLORD (OWNER) [] TENANT

Name Signature Date Time

Name Signature Date Time

Broker Name Brokerage Name Office Phone



**NEW MEXICO ASSOCIATION OF REALTORS®
BROKER DUTIES – 2024**



**THE FOLLOWING IS PROVIDED FOR INFORMATIONAL PURPOSES ONLY.
BROKERS ARE NOT PARTIES TO THIS PURCHASE AGREEMENT.**

BUYER'S / TENANT'S BROKER(S)

➔ Buyer's / Tenant's Broker Name	Buyer's / Tenant's Broker's NMREC License No.		
If different, Buyer's / Tenant's Broker's Qualifying Broker's Name	Buyer's / Tenant's Broker's Qualifying Broker's NMREC License No.		
Buyer's / Tenant's Brokerage Firm	Office Phone	Fax	
Buyer's / Tenant's Brokerage Address	City	State	Zip Code
Email Address	Cell Number	Broker <input type="checkbox"/> is <input type="checkbox"/> is not a REALTOR®	

➔ Buyer's / Tenant's Broker Name	Buyer's / Tenant's Broker's NMREC License No.		
If different, Buyer's / Tenant's Broker's Qualifying Broker's Name	Buyer's / Tenant's Qualifying Broker's NMREC License No.		
Buyer's / Tenant's Brokerage Firm	Office Phone	Fax	
Buyer's / Tenant's Brokerage Address	City	State	Zip Code
Email Address	Cell Number	Broker <input type="checkbox"/> is <input type="checkbox"/> is not a REALTOR®	

SELLER'S / LANDLORD'S (OWNER) BROKER

➔ Will Brown	20712		
Seller's / Landlord's Broker Name	Seller's / Landlord's Broker's NMREC License No.		
If different, Seller's Broker's Qualifying Broker's Name	Seller's / Landlord's Broker's Qualifying Broker's NMREC License No.		
Sonny Brown Associates, LLC	915-584-5511	915-584-6315	
Seller's / Landlord's Brokerage Firm	Office Phone	Fax	
200 Bartlett Drive Suite 105	El Paso	TX	79912
Seller's / Landlord's Brokerage Address	City	State	Zip Code
will@sonnybrown.com		Broker <input checked="" type="checkbox"/> is <input type="checkbox"/> is not a REALTOR®	
Email Address	Cell Number		

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If different, Seller's / Landlord's Broker's Qualifying Broker's Name	Seller's / Landlord's Broker's Qualifying Broker's NMREC License No.		
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