

FOR LEASE

# WESTPARK - BUILDING 1

## ± 315,000 SF CLASS A CROSS-DOCK

SANTA TERESA, NM  
WEST INDUSTRIAL SUBMARKET OF EL PASO, TX



CBRE is pleased to offer Westpark - Building 1. Scheduled to be available for occupancy in the fourth quarter of 2020, Building 1 will be a state-of-the-art 315,000 square foot cross-dock distribution center. The building will feature 36' clear height, 68 dock positions and 94 trailer stalls.

Centrally located between Los Angeles and Dallas, at the gateway to Mexico's maquiladora market, the El Paso Borderplex region is home to over 70 Fortune 500 companies. Building 1 is located within Westpark, an established Class-A master-planned industrial park in the west submarket of greater El Paso. Westpark is uniquely situated in between the Union Pacific Intermodal yard and the Santa Teresa Port of Entry, offering tenants significant drayage and transportation savings.

## CONTACT US

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### EL PASO OFFICE

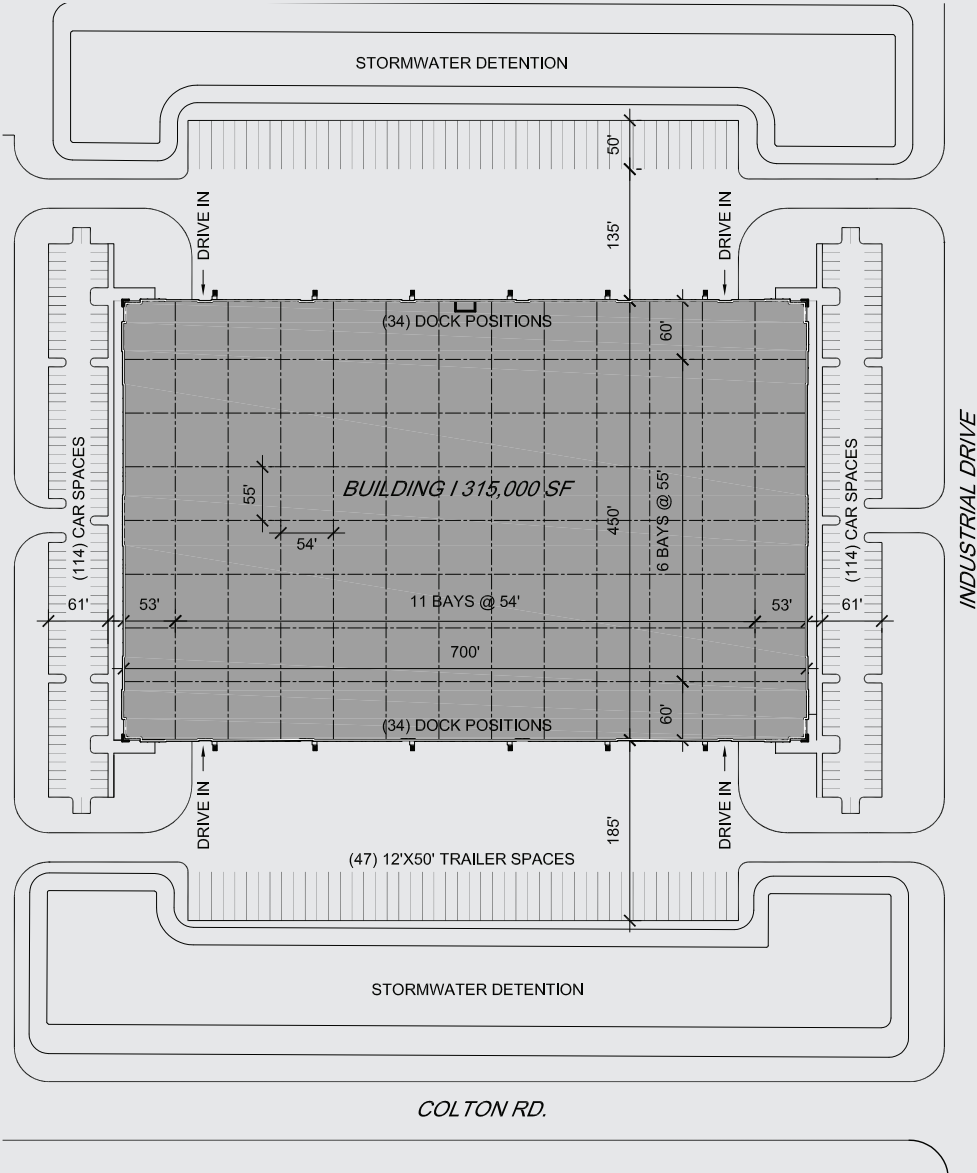
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BLUE ROAD INVESTMENTS

**CBRE**

# WESTPARK - BUILDING 1

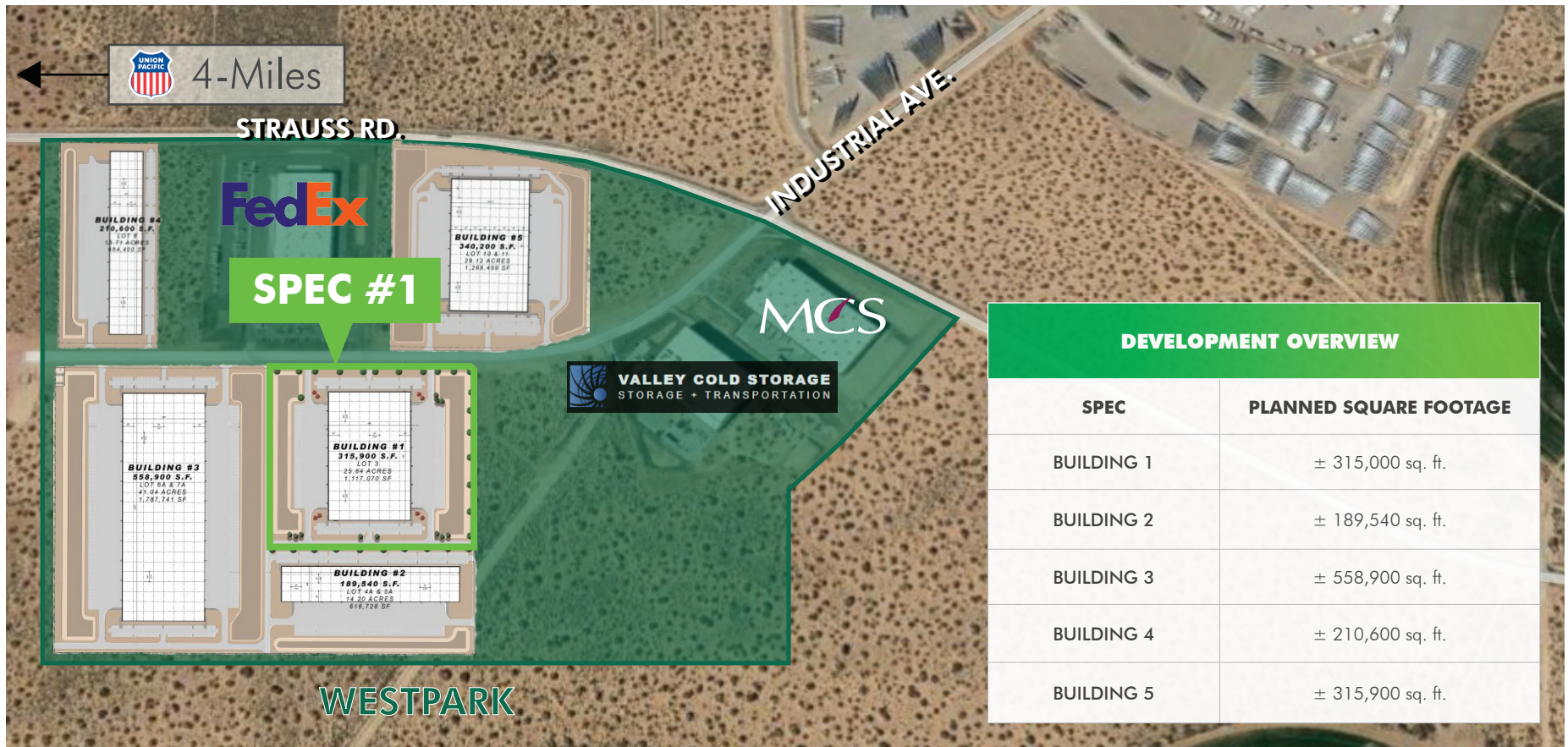


FEATURES	
<b>SQUARE FOOTAGE:</b>	± 315,000 sq. ft.
<b>ACREAGE:</b>	± 25.64 acres
<b>DIMENSIONS:</b>	± 450' x 700'
<b>COLUMN SPACING:</b>	± 54' x 55' with 60' speed bays
<b>CAR PARKING:</b>	228 spaces (114 per end)
<b>TRAILER PARKING:</b>	94 spaces (47 per side)
<b>TRUCK COURT DEPTH:</b>	± 185'
<b>CLEAR HEIGHT:</b>	± 36'
<b>ROOF:</b>	60 mil TPO
<b>SLAB:</b>	7" reinforced, 4000 PSI, FF50/FL35, with Asford Formula
<b>DOCK DOORS:</b>	(68) ± 9' x 10' doors with bumpers and z-guards
<b>DRIVE-IN:</b>	(4) ± 12' x 14' drive-in doors (expandable to ± 16' x 20')
<b>SPRINKLER:</b>	ESFR
<b>INSULATION:</b>	R-20



# WESTPARK

Westpark is a Class-A master planned industrial park located on Strauss Road, the entrance to the Union Pacific Railroad’s intermodal ramp. Westpark is five miles from the Santa Teresa International Port of Entry, nine miles from Interstate 10 and within the only Overweight Cargo Zone in the Borderland. Westpark offers all the advantages of a world-class industrial park, including utilities and infrastructure capable of supporting any operation. FedEx, Valley Cold Storage and MCS all recently built their facilities in Westpark to take advantages of these features. Building 1 (315,000 SF) will start construction in April of 2020 with four other planned buildings ranging from 189,540 SF up to a 558,900 SF cross-dock.







DISTANCES FROM WESTPARK TO...	
UNION PACIFIC RAILROAD	4 miles
SANTA TERESA PORT OF ENTRY	5 miles
INTERSTATE 10	9 miles
EL PASO INTERNATIONAL AIRPORT	25 miles
ZARAGOZA PORT OF ENTRY	30 miles

# SANTA TERESA MARKET

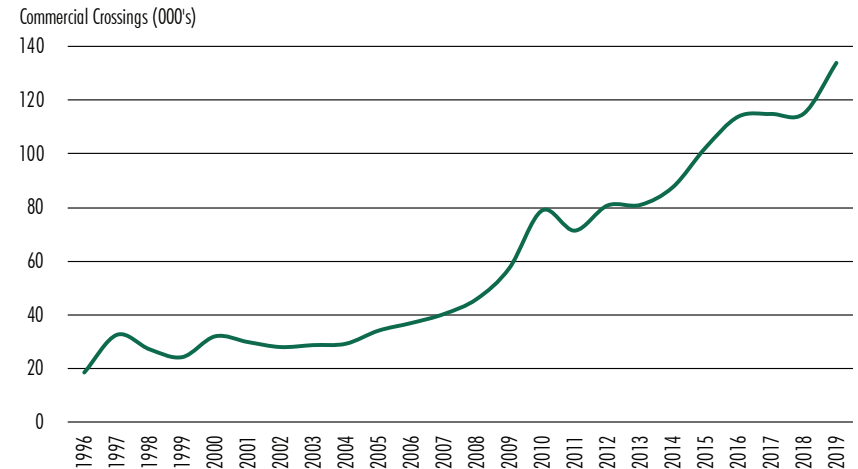
## OVERVIEW

Santa Teresa, New Mexico has seen tremendous growth in the last decade with the opening of Foxconn's 600,000 sq. ft. manufacturing plant at the port of entry in 2009 and UP's \$400 million intermodal in 2014. Both manufacturing and logistics companies are starting to understand the unique advantage of Santa Teresa, combining proximity to Cd. Juarez' manufacturing base with direct access to the U.S. transportation system, including both Interstate 10 and UPRR's intermodal yard. The Santa Teresa Port of Entry is the fifth largest port for Mexico trade with the United States.

These advantages are demonstrated by the oversized role Santa Teresa has played in the regional real estate market over the past five years. Although Santa Teresa only accounts for 6% of the total El Paso regional industrial real estate market, this submarket has recorded 17% of all net absorption since 2015. Most of this net absorption has been the result of companies including FedEx, Valley Cold Storage, Admiral Cable, Expeditor's International and Corrugated Synergies International leasing or building new facilities. These decisions are being driven by the follow-

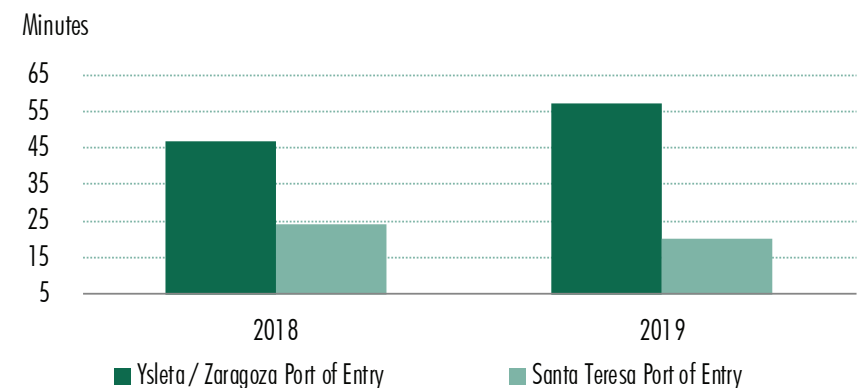
- Proximity to UPRR intermodal ramp
- Shorter crossing times at the Santa Teresa Port of Entry
- Existing Foreign Trade Zone
- No truck tolls at Santa Teresa Port of Entry
- Planned expansion of the Santa Teresa Jetport to handle commercial cargo planes
- Real estate taxes and personal property taxes are 67% less than in Texas
- Overweight Cargo Zone, where trucks from Mexico can fill to 96,000 pounds (as in to Mexico) vs. 80,000 pounds in El Paso and throughout most of the United States. This results in a meaningful cost savings with five 96,000-pound trucks equaling the capacity of six 80,000-pound trucks
- No inventory tax in New Mexico
- No sale tax charged for trade support companies
- Numerous tax, real estate and labor incentives offered by the State of New Mexico to support new investment

## SANTA TERESA PORT OF ENTRY COMMERCIAL CROSSINGS



Source: U.S. Department of Transportation, March 2020

## AVG. WEEKDAY COMMERCIAL VEHICLE CROSSING TIME (MINUTES)



Source: CBRE Research, Q1 2020.



BLUE ROAD INVESTMENTS





# GREATER EL PASO MARKET

## OVERVIEW

Santa Teresa, New Mexico, El Paso, Texas and Cd. Juarez, Mexico make up the largest border community in the world and is home to one of the most dynamic industrial markets in North America with a combined industrial supply of 130 million square feet.

The region is home to more than 70 of the Fortune 500 companies. Major industries represented in the area include automotive, consumer electronics, medical and other consumer and household goods. Most of the major 3PL firms also have a presence in the region, including XPO Logistics, CEVA, Ryder, Expeditors, FedEx, Kuehne + Nagel and DHL.

## QUICK STATS

El Paso Industrial	Q4 2019
RBA (SF, Millions)	57.94
Vacancy Rate (%)	4.0
Avg. Asking Rate (SF/YR/NNN)	\$5.07
Net Absorption (SF)	222,734
Under Construction (SF)	706,000

Cd. Juarez Industrial	Q4 2019
RBA (SF, Millions)	71.2
Vacancy Rate (%)	1.9
Avg. Asking Rate (SF/YR/NNN)	\$4.91
Net Absorption (SF)	895,860
Under Construction (SF)	1,722,224

## MAJOR TENANTS

### EL PASO

Cardinal Health	1.0 MSF
Expeditors	835 KSF
Werner Co.	773 KSF
ReadyOne Industries	702 KSF
Penske	594 KSF
Schneider Electric	577 KSF
Brokers Logistics	566 KSF
Toro	530 KSF
Helen of Troy	508 KSF
HP	462 KSF

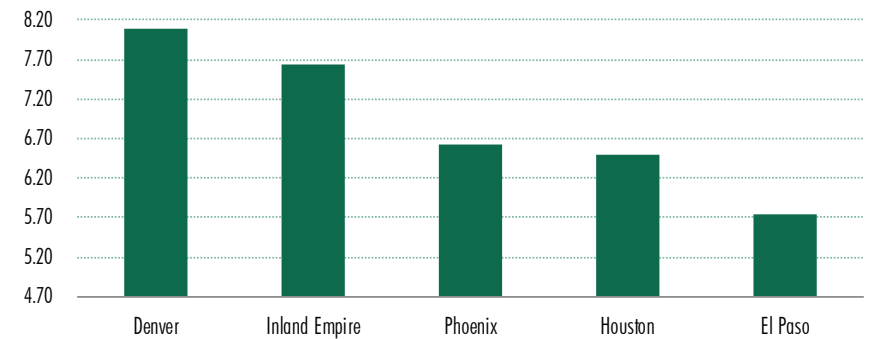
### CD. JUAREZ

Electrolux	2.9 MSF
Foxconn	2.3 MSF
Lear	2.2 MSF
Delphi	2.0 MSF
TPI	1.4 MSF
Flextronics	1.4 MSF
BRP	1.3 MSF
Yazaki	1.2 MSF
Wistron	1.1 MSF
Hanon	1.0 MSF

Source: CBRE Research, Q1 2020.

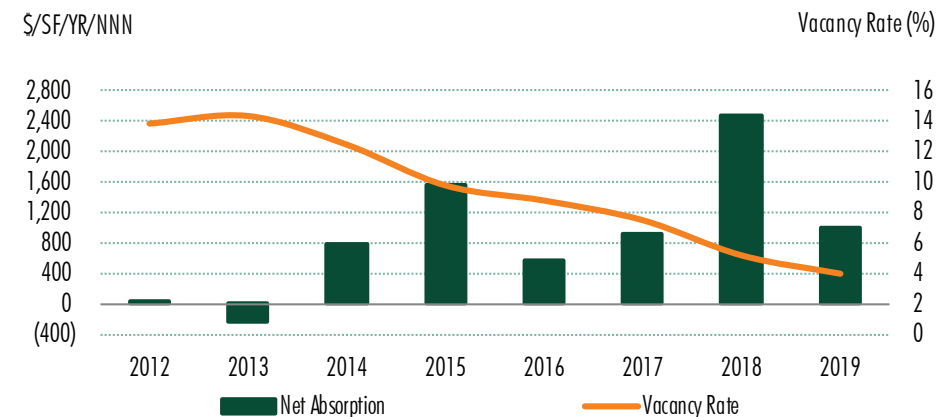
## AVERAGE (CLASS A) ASKING LEASE RATE COMPARISON

\$/SF/YR/NNN (Q4 2019)

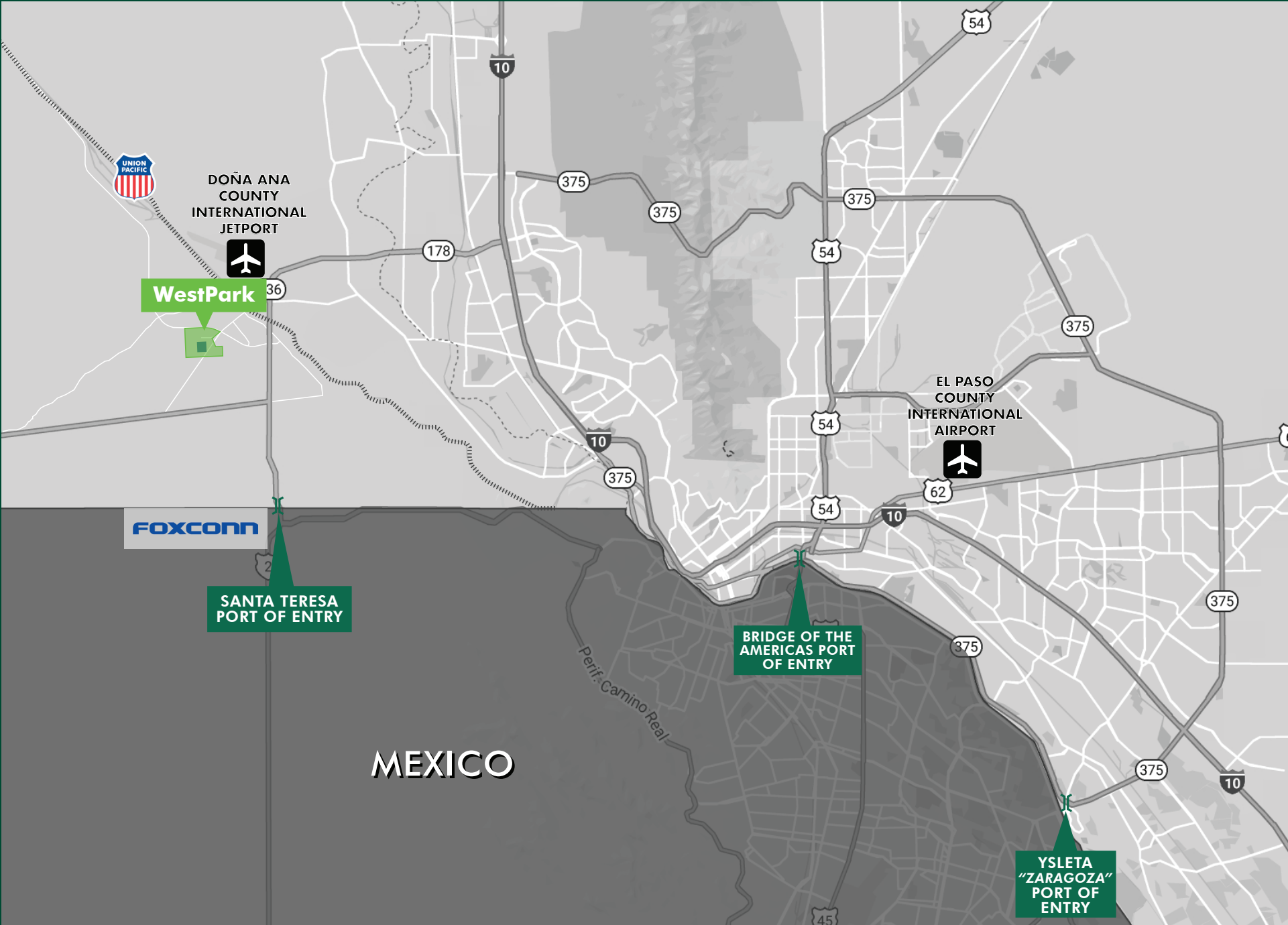


Source: CBRE Research, Q1 2020.

## NET ABSORPTION & VACANCY RATE - EL PASO

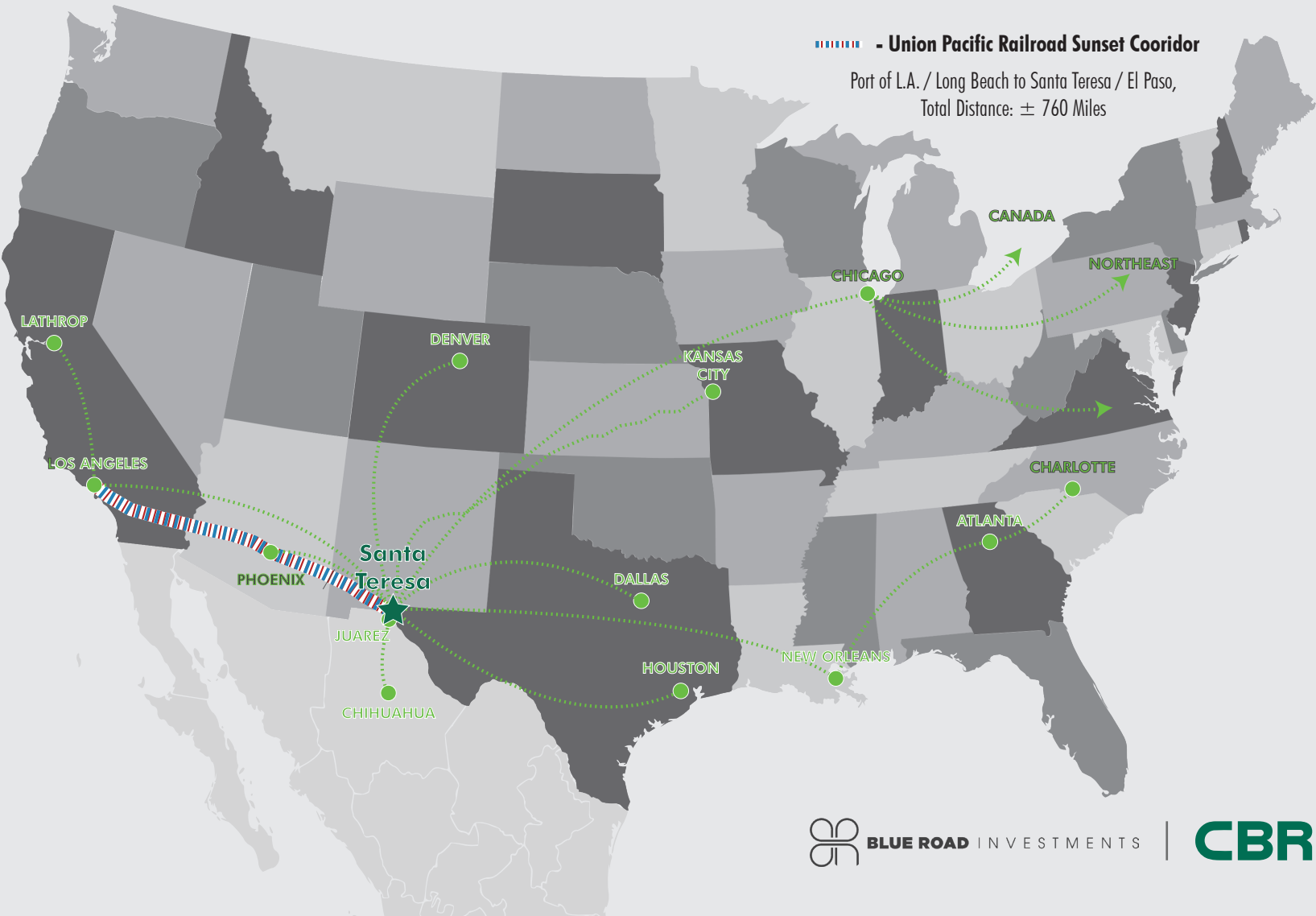


Source: CBRE Research, Q1 2020.



# REGION CONNECTIVITY

Santa Teresa is equidistance 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.





# CBRE, INC. - EL PASO OFFICE

For nearly two decades, CBRE has served the El Paso / Cd. Juarez area with a strong platform of integrated services, including industrial, retail & office brokerage and property management. The El Paso / Cd. Juarez area is heavily focused on industrial transactions due to the more than \$107.5-billion-dollar border trade annually. However, we have built a dedicated team specializing in retail and office transactions.

Our 11 brokerage professionals average more than 17 years' experience that build real advantage for CBRE's clients in the region. In 2019, our brokerage team was involved in over 152 transactions on both sides of the U.S./Mexico border totaling 7.65 MSF.

## 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.

11-2-2015



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

<b>CBRE, Inc.</b>	<b>299995</b>		<b>(915) 585-3883</b>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<b>Michael Caffey</b>	<b>437641</b>		<b>(214) 979-6100</b>
Designated Broker of Firm	License No.	Email	Phone
<b>Scott Senese</b>	<b>404094</b>		<b>(512) 499-4900</b>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

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

\_\_\_\_\_  
Date