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City of Las Cruces[®]
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Council Action and Executive Summary

Item # 23 Ordinance/Resolution# 2590 Council District: 4

For Meeting of September 7, 2010
 (Adoption Date)

TITLE: AN ORDINANCE AUTHORIZING A REAL ESTATE PURCHASE AGREEMENT BETWEEN THE CITY OF LAS CRUCES AND DAVID AND LINDA SCHROEDER, FOR THE SALE OF 2.56 ACRES OF MUNICIPALLY OWNED LAND IN THE WEST MESA INDUSTRIAL PARK FOR THE PURCHASE PRICE OF SEVENTY SIX THOUSAND EIGHT HUNDRED DOLLARS (\$76,800.00) IN ACCORDANCE WITH PROVISIONS OF SECTION 3-54-1, NMSA, 1978, AS AMENDED.

PURPOSE(S) OF ACTION: Sell city land.

Name of Drafter: Christine Logan		Department: Community Development		Phone: 541-2286	
Department	Signature	Phone	Department	Signature	Phone
Community Development		528-3066	Budget		541-2300
			Assistant City Manager		541-2271
Legal		541-2128	City Manager		541-2076

BACKGROUND / KEY ISSUES / CONTRIBUTING FACTORS: This Ordinance authorizes the sale of 2.56 acres real property in the West Mesa Industrial Park to David and Linda Schroeder (owners of Samson Equipment) for \$76,800. The purchase price is based on a value of \$30,000 per acre.

The Schroeder's purchased 2 acres of land on Armory Drive from the City in 1990. They established Samson Equipment on the property and currently employ 42 people. The Schroeder's are looking to expand their manufacturing facility and need more land in order to accommodate a larger building and the associated loading and access areas they need. The expansion and development will be in accordance with the design standards and restrictive covenants of the West Mesa Industrial Park.

Two property appraisals are attached. A February 2010 appraisal of the property estimated the land value at \$30,000 per acre (the boundary has been adjusted to create a 2.56 acre tract instead of the original 3.73 acre tract). A restricted appraisal performed by the City's land management office is also attached.

The property has been surveyed and a subdivision establishing the parcel is being finalized. Roadways and City utilities are in place along Armory Road adjacent to the parcel. No City infrastructure improvements are required as a part of this sale. The City is not paying any real estate commission as a part of this land sale agreement.

The Ordinance has been prepared in accordance with 3-54-1 et. Seq., NMSA 1978, as amended. The closing date for the sale will not occur until 45 days after the adoption of the Ordinance and would occur no later than 90 days after adoption (between October 25th and December 9th, 2010). This Ordinance has been published prior to its adoption and will be published at least once after its adoption.

Proceeds from this land sale will be deposited into the West Mesa Industrial Park Fund.

SUPPORT INFORMATION:

1. Ordinance
2. Exhibit "A" – Real Estate Purchase Agreement.
3. Property Appraisals.
4. Vicinity Map.

SOURCE OF FUNDING:

Is this action already budgeted?	Yes	X	See fund summary below
	No	<input type="checkbox"/>	If No, then check one below:
	<i>Budget Adjustment Attached</i>	<input type="checkbox"/>	Expense reallocated from: <u>The NSP Program</u>
		<input type="checkbox"/>	Proposed funding is from a new revenue source (i.e. grant; see details below)
<input type="checkbox"/>		Proposed funding is from fund balance in the _____ Fund.	
Does this action create any revenue?	Yes	<input checked="" type="checkbox"/>	Funds will be deposited into this fund: <u>West Mesa Industrial Park</u>
	No	<input type="checkbox"/>	There is no new revenue generated by this action.

FUND SUMMARY:

Fund Name(s)	Account Number(s)	Expenditure Proposed	Available Budgeted Funds in Current FY	Remaining Funds	Purpose for Remaining Funds
West Mesa Industrial Park (Fund 4504)	4504 - 590020	revenue			

OPTIONS / ALTERNATIVES:

1. Vote "Yes"; this will approve the Ordinance and allow the sale of property to David and Linda Schroeder for \$76,800.00
2. Vote "No"; this will disapprove the Ordinance. The city would continue to market the property for sale.
3. Vote to "Amend"; this could modify the Ordinance based on direction provided by the City Council. It may or may not require acceptance by the Schroeder's.
4. Vote to "Table"; this Ordinance. Direction would be required of the Council to staff.

REFERENCE INFORMATION:

The resolution(s) and/or ordinance(s) listed below are only for reference and are not included as attachments or exhibits.

1. None – see Support Information above.

COUNCIL BILL NO. 11-010
ORDINANCE NO. 2590

AN ORDINANCE AUTHORIZING A REAL ESTATE PURCHASE AGREEMENT BETWEEN THE CITY OF LAS CRUCES AND DAVID AND LINDA SCHROEDER, FOR THE SALE OF 2.56 ACRES OF MUNICIPALLY OWNED LAND IN THE WEST MESA INDUSTRIAL PARK FOR THE PURCHASE PRICE OF SEVENTY SIX THOUSAND EIGHT HUNDRED DOLLARS (\$76,800.00) IN ACCORDANCE WITH PROVISIONS OF SECTION 3-54-1, NMSA, 1978, AS AMENDED.

The City Council of the City of Las Cruces is informed that:

WHEREAS the City of Las Cruces, New Mexico, a municipal corporation, is the owner of a 2.56 acre tract of land situated within the West Mesa Industrial Park, and

WHEREAS this land has been acquired by the City of Las Cruces for the purpose of industrial and economic development and several radio sites are located in the area, and

WHEREAS David and Linda Schroeder operate Samson Equipment on a parcel immediately south of the city parcel and are interested in purchasing additional land within the West Mesa Industrial Park in order to expand their facility.

NOW, THEREFORE, Be it ordained by the governing body of the City of Las Cruces:

(I)

THAT the sale of 2.56 acres of West Mesa Industrial Park land for Seventy Six Thousand Eight Hundred dollars, subject to the conditions and terms in Exhibit "A" Real Estate Purchase Agreement, which is attached hereto and made a part of this ordinance, is hereby approved.

(II)

THAT this Ordinance has been published prior to its adoption and shall be published at least once after adoption, pursuant to Las Cruces Municipal Code Section 2-1312 and NMSA 1978, Section 3-54-1 as amended.

(III)

THAT the effective day of this Ordinance shall be forty-five (45) days after its adoption by the governing body of the City of Las Cruces.

(IV)

THAT the proceeds of the sale shall be deposited in the West Mesa Industrial Park Fund.

(V)

THAT City staff is hereby authorized to do all deeds necessary in the accomplishment of the herein above.

DONE AND APPROVED this _____ day of _____, 2010.

APPROVED:

(SEAL)

Mayor

ATTEST:

City Clerk

VOTE:

Mayor Miyagishima: _____
Councillor Silva: _____
Councillor Connor: _____
Councillor Pedrosa: _____
Councillor Small: _____
Councillor Sorg: _____
Councillor Thomas: _____

Moved by: _____

Seconded by: _____

APPROVED AS TO FORM:



City Attorney

Exhibit "A"
REAL ESTATE PURCHASE AGREEMENT

THIS AGREEMENT, entered into this 8 day of July, 2010 between David and Linda Schroeder, whose address is PO Box 353, Fairacres NM, 88033 (hereafter "Purchaser"); and the City of Las Cruces, a New Mexico municipal corporation (hereafter "City").

The City, in consideration of the mutual covenants herein contained, agrees to sell and convey, and Purchaser agrees to purchase Lot B-1-2 of West Mesa Industrial Park Northwest One, Replat No. 2 (being a 2.56 acre tract of land located along Armory Road) with all improvements thereon, and all rights, easements and appurtenances thereunto belonging.

TERMS AND CONDITIONS:

Purchase Price

The purchase price for the Property shall be \$30,000 per acre for a total of Seventy Six Thousand Eight Hundred Dollars (\$76,800.00), payable as follows:

- a) \$ 5,000.00 as an earnest money deposit which Purchaser agrees to deposit with a mutually agreed upon Title Company at such time as a Real Estate Purchase Agreement covering the Property is executed by Purchaser and City
- b) remainder in cash or equivalent at closing.

Closing Date

Closing for the sale of the Property shall occur on a mutually agreeable date at least forty-five (45) days after the adoption of the ordinance authorizing the purchase by the City, unless a referendum election is held pursuant to 3-54-1. NMSA, 1978, as amended. The parties may extend the Closing Date by mutual agreement, not to exceed 90 days following the date of the ordinance.

Development of Property

Purchaser shall comply with the terms and conditions as stated in the West Mesa Industrial Park Protective Covenants and Design Standards (attached as Exhibit "B") and Zoning Overlay District for the West Mesa Industrial Park (LCMC 38-46).

Review of Title and Patent Reservations

- a) As soon as reasonably possible following the execution of this agreement, the City shall furnish Purchaser a commitment of owner's policy of title insurance ("Commitment") for the Property together with full copies of all exceptions set forth therein, including but not limited to covenants, conditions, restrictions, reservations, easements, rights of way, assessments, liens and other matters of record. Purchaser shall have fifteen (15) days from receipt of the Commitment and copies of said exceptions within which to notify the City of Purchaser's disapproval of any exceptions shown in the Report.
- b) The City shall have until the date for closing to eliminate any disapproved exception(s) or reservations, except patent reservations(s) from the policy of title insurance to be issued in favor of Purchaser, and if not eliminated, then the earnest money deposit shall be refunded, unless Purchaser then elects to waive his prior disapproval. Failure of Purchaser to disapprove any exception(s) or patent reservation(s) within the aforementioned time limit shall be deemed an approval of such exception or patent reservation. The policy of title insurance shall be a standard coverage policy in the amount of the total purchase price and shall be paid for by Purchaser.

c) In the event this contingency or any other contingency to this contract has not been eliminated or satisfied within the time limits and pursuant to the provisions herein, and unless Purchaser elects to waive the specific contingency by written notice to the City, this Agreement shall be deemed null and void, the earnest money deposit shall be returned to the Purchaser, and neither party shall have any rights or liabilities under this Agreement.

d) At closing, the City shall execute and deliver a Warranty Deed conveying the Property to the Purchaser and/or his assigns, in fee simple, subject to all patent reservations and to all other existing liens, encumbrances and other exceptions of record except those exceptions and reservations which are disapproved by Purchaser and eliminated by the City pursuant to this Agreement. The place of closing shall be mutually agreed by the parties.

Costs and Fees

a) The closing costs shall be paid as follows: any loan and/or real estate fees shall be paid by the Purchaser; the Commitment of Title Insurance, the Title Policy Premium and surveying and subdivision fees shall be paid by the City; and all other closing costs will be split equally between the City and Purchaser.

b) Purchaser shall be solely responsible for all development costs including but not limited to development fees, permits, applications, utility extensions and utility hook-up fees.

c) If either is found by a court to have breached this agreement, the other party may recover reasonable attorney's fees and cost of litigation. Prior to the institution of any litigation, however, the parties have the contractual duty to in good faith attempt to resolve any controversy hereunder at the least possible expense.

Compliance with Statutes

The City states that it has complied with the requirements of New Mexico Statutes and the Las Cruces Municipal Code and has authorization to sell the property.

Governing Laws

This agreement shall be subject to the laws of the State of New Mexico.

State Permits and Licenses

Purchaser agrees that City has no responsibility for Purchaser to make application and obtain any Federal, State, or local permits and/or licenses.

Default and Remedy

a) Default by City. If City defaults in the performance of this Agreement solely as a result of the passage of a negative recall referendum on the real estate sale pursuant to 3-54-1 NMSA 1978, as amended, this agreement is terminated.

b) Default by Purchaser. If Purchaser defaults in the performance of this Agreement by failure to complete the purchase, the City may seek specific performance of this Agreement or any other remedy for such breach.

Risk of Loss

All risk of loss or damage to the Property will pass from the City to Purchaser at closing. In the event that material loss or damage, or material adverse change occurs prior to closing, Purchaser may, without liability, refuse to accept the conveyance of title. Possession of the Property will be released to Purchaser at closing.

Counterparts

This Agreement may be executed in one or more identical counterparts, and all counterparts so executed shall constitute one agreement which shall be binding on all of the parties.

Successors and Assigns

This Agreement shall inure to the benefit of and be binding upon the parties to this Agreement and their respective successors and assigns.

Termination

This agreement shall be terminated on the closing date for sale of property, unless either party ends the agreement prior to that date per the provisions of this Agreement.

Notice

All notices given pursuant to or in connection with this Agreement shall be made in writing and posted by certified mail, postage prepaid, to the City of Las Cruces, ATTN: Land Manager, P.O. Box 20000, Las Cruces, NM 88004; and to David and Linda Schroeder, PO Box 353, Fairacres NM, 88033 or to such other address as requested by either party. Notice shall be deemed to be received on the fifth day following posting.

Done and approved on the date first written above,

THE CITY OF LAS CRUCES

PURCHASER



David and Linda Schroeder

Ken Miyagashima
Mayor

**COMPLETE SUMMARY
APPRAISAL REPORT**

**PREPARED FOR:
CHRISTINE LOGAN
ECONOMIC DEVELOPER
CITY OF LAS CRUCES
PO BOX 20000
LAS CRUCES, NEW MEXICO 88004**

**APPRAISAL FILE #7488
29 PARCELS OF LAND IN THE
WEST MESA INDUSTRIAL PARK
LAS CRUCES, NEW MEXICO**

**PREPARED BY:
W. SCOTT ESCHENBRENNER, MAI
MESILLA VALLEY APPRAISAL SERVICES**

DATE OF VALUE:

JANUARY 28, 2010

DATE OF REPORT:

FEBRUARY 4, 2010

MESILLA VALLEY APPRAISAL SERVICES

REAL ESTATE APPRAISALS & COUNSELING

W. SCOTT ESCHENBRENNER, MAI
 State Certified - New Mexico
 General Certificate #1180

545 SOUTH MELENDRES, SUITE D
 LAS CRUCES, NEW MEXICO 88005
 (575) / 523-2812
 FAX (575) / 526-1872

February 4, 2010

Ms. Christine Logan
 Economic Development Director
 City of Las Cruces
 PO Box 20000
 Las Cruces, NM 88004

Reference: File No. 7488
 29 Parcels of Land in the
 West Mesa Industrial Park
 Las Cruces, NM

Dear Ms. Logan:

In accordance with your request, Mesilla Valley Appraisal Services, in coordination with the City of Las Cruces has prepared an appraisal of the market value of the fee simple estate in the above-referenced real property. The intended use of the appraisal is for counseling purposes. The intended user of the appraisal is the City of Las Cruces. The effective date of this appraisal is January 28, 2010 with the estimate of market value reflecting market conditions as of that date.

Mesilla Valley Appraisal Services analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation and the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute. In addition, this report conforms to the requirements of the Financial Institution Reform, Recovery and Enforcement Act (FIRREA). The value estimate is based in large part upon the descriptions, data, and analyses on file in my office, as well as the General Assumptions, General Limiting Conditions, and Special Assumptions and Limiting Conditions as found in the Addendum of this report.

Based on research and analysis contained in this report, it is concluded that the "as is" market value of the fee simple interest in the subject property, as of January 28, 2010, is as follows:

Parcel #	Parcel ID#	Size - Acre	Indicated Value/Acre	Market Value
1	02-39841	3.880	\$30,000	\$115,000
2	02-37906	3.730	\$30,000	\$110,000
3	02-27108/02-37908	156.290	\$13,500	\$2,110,000
4	02-22306	28.860	\$25,000	\$720,000
5	02-35584	3.160	\$30,000	\$95,000
6	02-35585	3.370	\$30,000	\$100,000
7	02-35586	3.000	\$30,000	\$90,000
8	02-35587	3.000	\$30,000	\$90,000

Parcel #	Parcel ID#	Size -Acre	Indicated Value/Acre	Market Value
9	02-35588	3.000	\$30,000	\$90,000
10	02-36839	17.660	\$25,000	\$440,000
11	02-36840	11.500	\$25,000	\$290,000
12	02-36843	0.900	\$30,000	\$30,000
13	02-36841	112.260	\$13,500	\$1,515,000
14	02-40907	112.200	\$14,000	\$1,570,000
15	02-38980	4.260	\$40,000	\$170,000
16	02-38981	4.280	\$40,000	\$170,000
17	02-34842	5.000	\$40,000	\$200,000
18	02-34315	10.000	\$40,000	\$400,000
19	02-40352	15.300	\$44,000	\$675,000
20	02-40354	8.820	\$40,000	\$355,000
21	02-40356	7.800	\$40,000	\$310,000
22	02-38979	11.200	\$40,000	\$450,000
23	02-38978	11.200	\$40,000	\$450,000
24	02-40353	12.740	\$44,000	\$560,000
25	02-40355	7.800	\$36,000	\$280,000
26	02-40357	7.140	\$36,000	\$255,000
27	02-38974	10.260	\$40,000	\$410,000
28	02-39087	5.490	\$40,000	\$220,000
29	02-35595	4.490	\$40,000	\$180,000

Respectfully submitted,

Scott
Eschenbrenner

Digitally signed by Scott Eschenbrenner
DN: cn=Scott Eschenbrenner, o=Mesilla Valley
Appraisal Services, ou, email=brenner@zianet.
com, c=US
Date: 2010.02.05 09:36:32 -0700

W. Scott Eschenbrenner, MAI
Certified General Real Estate Appraiser
State of New Mexico No. 1180G

APPRAISAL SUMMARY	
Appraisal File:	#7488
Property Name:	West Mesa Industrial Park
City/State/Zip:	Las Cruces, NM
Legal Description	29 Parcels in the West Mesa Industrial Park
Assessor's Parcel No.:	Various
Property Type:	Industrial Land Parcels & Undeveloped Acreage
Land Size (SF or Acres)	Various
Date of Inspection:	January 28, 2010
Date of "As Is" Value (Effective Date):	January 28, 2010
Real Property Interest Appraised:	Fee Simple
Purpose of Appraisal:	Estimate Market Value
Intended Use of Appraisal:	Counseling Purposes
Client Name:	City of Las Cruces
Current Owner:	City of Las Cruces
Did subject property sell in the past three years?	No
Is there an option on or pending sale of the subject property?	No
Is the subject property currently listed for sale?	Yes
Marketing and Exposure Time:	12 Months or less for each Parcel
Compiled by: W. Scott Eschenbrenner, MAI	

The preceding table provides a summary of the appraisal performed by Mesilla Valley Appraisal Services on the subject property. The table indicates my final opinion of value, as of the date specified, and based on the approaches identified. Additional details appear elsewhere in this report, and its inclusive Addendum. Data that supports the valuation opinion are taken from sources deemed reliable, but I make no representation as to the accuracy of third party data.

Sales History

The property is currently under the ownership of the City of Las Cruces and has been under the same ownership for more than five years.

MARKET AREA DESCRIPTION

According to *The Appraisal of Real Estate, Tenth Edition*, social, economic, governmental and environmental forces influence property values in the vicinity of a subject property, which, in turn, affect the value of the subject property itself. The area of influence is the area within which the forces affect all surrounding properties in the same way they affect the property being appraised. The area of influence is commonly called a neighborhood, which is defined as a group of complimentary land uses.

The subject neighborhood is referred to as the West Mesa Industrial Park and is located eight miles west of downtown Las Cruces and immediately south of the Las Cruces International Airport. The industrial park is situated in 1,820 acres located on both sides of Interstate 10. The City has sold approximately 320 acres to date of which 250 acres are currently developed. Development ready parcels within the Park are being offered at \$40,000 to \$45,000 an acre while raw land is offered at \$15,000 to \$25,000 per acre. The city has a variety of incentives available to companies that will benefit the local economy.

The park has been developed out over several years by the City of Las Cruces with intention of attracting industries, warehousing and manufacturing business that will expand and diversify the local economic base and provide new jobs for the community. This development draws on its favorable proximity to local high technology resources such as New Mexico State University (NMSU), White Sands Missile Range (WSMR), National Aeronautics Space Administration's Johnson Space Center (NASA) and White Sands Test Facility.

The industrial park features wide thoroughfares and industrial quality streets with underground utilities and infrastructure in place. Building and site design features masonry buildings in most areas with wide setbacks creating an open environment. Each site features appropriate landscaping refinements and design parameters.

Utility providers in the area include the City of Las Cruces who provides water, natural gas, waste water system and solid waste transfer. El Paso Electric Company (EPEC) provides all of the electrical needs for the area and telephone is provided through Qwest. The water service for the park features all water mains in the park at a minimum of 12" with high pressure flow in excess of 2,000 gpm. Fire hydrants to meet code serve each site.

Natural gas is provided by Rio Grande Natural Gas Association, which is operated and maintained under contract by the City of Las Cruces. All parcels are served by a minimum of 4" poly gas mains with minimum line pressure exceeding 50 psi. The feeder main to the Park is an 8" steel high pressure line connected to a 31" interstate pipeline.

Electric power service is provided by EPEC, with excess capacity of 1 MW available for new industry. The system was built new in 1997 and can be expanded as necessary to meet the needs of the Park and surrounding areas.

The City operates a waste water treatment system which serves the industrial park areas south of Interstate 10. Waste water mains were constructed in 1998 to serve most sites with gravity flow main sizes ranging from 8" minimum to 18". The system is served by a 400,000 gpd treatment plant in the southeast corner of the Park. Industries north of the Interstate are served by on-site systems.

Recent Developments – Sapphire Energy purchased 10 acres of land from the City in August of 2008 and work began on the site in November. The company will grow algae to produce a renewable source of fuel for gasoline and jet fuel. It is constructing a research and development

facility with five buildings and potentially thousands of feet of algae ponds in the industrial park. As part of an incentive package with the City, if Sapphire Energy creates 30 jobs at 120 percent of the average salary for the area and invests \$6 million in the industrial park, the City has conveyed 90 acres surrounding the original site to the company with a value of \$1.35 million at no additional cost.

DMS Realty (Premier Distributing Company) is an Albuquerque based distributor of Anheuser-Busch products and they plan on opening a distribution facility on Alliance Drive in early 2010. They purchased the land in December of 2008 and are in the final construction phase of development.

The Marvin Group has completed a manufacturing facility on 15 acres at Venture Boulevard and Advancement Avenue. They will be a supplier of construction materials such as rebar and construction is underway.

Barker Produce is under construction on an onion peeling plant that will be situated on 18 acres of land on Alliance Drive and Advancement Avenue. Completion for this facility is set for the middle of 2010.

A significant expansion is also taking place at the F&A Dairy plant. They will expand their facility by 40,000 square feet for a total of 190,000 square feet, which will enable the plant to double its cheese processing capability. The workforce will increase from 100 to 140 employees. The \$15 million project will include a system to deal with the 300,000 gallons of "cow water" the company will produce every day. This is a by product of milk when it is converted to cheese. F&A Dairy has leased nearby land from the New Mexico State Land Office where the water will be used to irrigate crops.

In December of 2008, Rea Magnet Wire Company suspended production at its 200,000 square foot Las Cruces plant and laid off 75 workers. The company is producer of wire products and said it will consolidate its magnet wire manufacturing to facilities in Indiana and Mexico. This news was preceded by the closure of Parkview Metal Products closing in 2007. They performed precision metal fabrication and metal stamping and employed over 80 personnel. There are no new tenants for either building.

PROPERTY DESCRIPTION

LOCATION			
Property Name:	West Mesa Industrial Park	State:	New Mexico
Street Address:	Various	Zip Code:	88007
City:	Las Cruces	Assessor's Parcel No.:	See Below
County:	Doña Ana		
LEGAL DESCRIPTION			
See Below			
SITE DESCRIPTION			
Site Size (Acres):	See Chart Below	Zoning:	WMIP – See Addenda
Corner Lot:	Various Parcels	Site Shape:	Various Shaped Lots
Topography:	Basically Level and Graded		
STREET/UTILITIES		ENVIRONMENTAL	
Paved Street:	Asphalt	Flood Zone:	No
Curb & Gutters:	Concrete Curbs	Zone Code:	Zone X
Electric:	El Paso Electric Company	Map No.:	35013C-1075
Gas:	City of Las Cruces	Panel Date:	April 4, 2007
Lighting:	City of Las Cruces		
Sewer:	City of Las Cruces		
Sidewalks:	None		
Storm/Drain:	On-Site Ponding		
Water:	City of Las Cruces		
Underground Utilities:	Yes		
Compiled by: W. Scott Eschenbrenner, MAI			

Site Description Comments

The subject consists of 29 tracts of land in the West Mesa Industrial Park located adjacent to the Las Cruces International Airport and bisected by Interstate 10 approximately eight miles west of downtown Las Cruces. Situated on the following page is a map showing the location of the subject parcels and their identification numbers. The chart after the map shows the parcel numbers, lot sizes, physical address, zoning, assessed value and parcel ID numbers.

WEST MESA INDUSTRIAL PARK

Parcel #	Parcel ID#	Total Lot Size	Location	Sewer	Developed	Assessed Value/Acre
1	02-39841	3.880	Armory Road	NO	Yes	30,000
2	02-37906	3.730	260 Armory Road	NO	Yes	30,000
3	02-27108	90.000	North Frontage Road	NO	No	5,000
3	02-37908	66.290	North Frontage Road	NO	No	15,000
4	02-22306	28.860	Harry Burrel Boulevard	NO	Yes	2,000
5	02-35584	3.160	Harry Burrel Boulevard	NO	Yes	20,000
6	02-35585	3.370	Harry Burrel Boulevard	NO	Yes	20,000
7	02-35586	3.000	Harry Burrel Boulevard	NO	Yes	20,000
8	02-35587	3.000	Harry Burrel Boulevard	NO	Yes	20,000
9	02-35588	3.000	Harry Burrel Boulevard	NO	Yes	20,000
10	02-36839	17.660	Rocket Drive	NO	Yes	18,000
11	02-36840	11.500	Rocket Drive	NO	Yes	18,000
12	02-36843	0.900	Microwave Drive	NO	Yes	35,000
13	02-36841	112.260	Harry Burrel & N. Frontage	NO	No	6,000
14	02-40907	112.200	Advancement Avenue	YES	No	20,000
15	02-38980	4.260	Rea Boulevard	YES	Yes	30,000
16	02-38981	4.280	Rea Boulevard	YES	Yes	30,000
17	02-34842	5.000	Rea Boulevard	YES	Yes	25,000
18	02-34315	10.000	Rea & Advancement	YES	Yes	25,000
19	02-40352	15.300	Robert Larson & Rea	YES	Yes	45,500
20	02-40354	8.820	Rea Boulevard	YES	Yes	39,000
21	02-40356	7.800	Rea Boulevard	YES	Yes	39,000
22	02-38979	11.200	Rea Boulevard	YES	Yes	20,000
23	02-38978	11.200	Rea Boulevard	YES	Yes	20,000
24	02-40353	12.740	Robert Larson Boulevard	YES	Yes	45,500
25	02-40355	7.800	Alliance Drive	YES	Yes	36,000
26	02-40357	7.140	Alliance Drive	YES	Yes	36,000
27	02-38974	10.260	Venture Boulevard	YES	Yes	20,000
28	02-39087	5.490	Crawford Boulevard	YES	Yes	30,000
29	02-35595	4.490	Mountain Vista & Trigg	YES	Yes	20,000

TAXES

The current assessed value for the subject land range from \$2,000 per acre to as high as \$45,500 per acre and vary based on location and parcel size. The parcels are all owned by the City of Las Cruces; therefore, real estate taxes are not collected for the subject parcels.

HIGHEST AND BEST USE (Premise of Value)

All of the subject parcels are situated in the West Mesa Industrial Park in the Overlay Zone District. The purposes of the zone are to provide clean industry and employment for the City of Las Cruces and its residents, and develop, maintain and enhance existing commercial and industrial uses. I am of the opinion that the highest and best use based on the existing zoning and development guidelines is for a mixed use industrial development due to its proximity to Interstate 10, Las Cruces International Airport and isolated location away from residential developments.

APPRAISAL METHODOLOGY

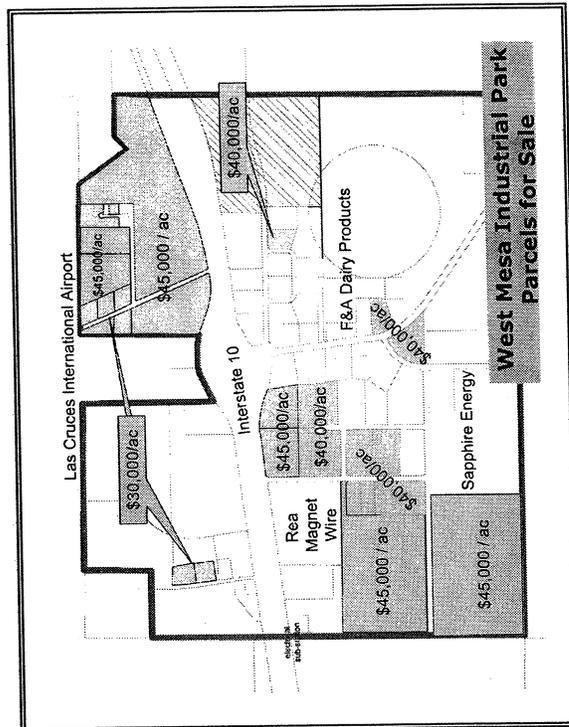
The appraisal methodology is the orderly program used to arrive at an opinion of value. The first step is identification of the real estate, date of value, property rights appraised, and type of value. Second, analyses of the area, site, and highest and best use are conducted. Finally, one or more of the three basic approaches used in concluding a market value are applied.

This appraisal relies on one approach to value in arriving at an estimate of market value. In the subject property's case I have utilized the Sales Comparison Approach. The Summary Report is a concise presentation of the information considered.

SALES COMPARISON APPROACH

The Sales Comparison Approach draws heavily upon the principle of substitution. In essence, this principle states that a prudent purchaser will pay no more for a particular property than they would to acquire an equally desirable alternative. This approach consists of a comparison of the subject with other similar properties which have either recently sold or other properties currently being offered for sale. The comparison process involves making adjustments to the comparable properties on an item-by-item basis, with the factors considered including rights conveyed, financing, condition of sale, location, and size. The subject is always the benchmark, and adjustments are made to the sales price of the comparable property in order to arrive at an indication of value for the subject.

The City of Las Cruces maintains an asking price for all of the subject parcels. The asking price is reviewed periodically (at least semi-annually), and is adjusted as necessary to reflect comparable private sector sales activity. There are three different asking prices based on the size of parcels, access to utilities and paved roads are the main variables. The following is a map showing the location of these parcels and the asking price.



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The City has typically priced these lots below sales of light industrial parcels in the City as an incentive to create and attract new industry to the area. This below market pricing has been successful in spurring economic development for the City. Due to the national economic slow down, industrial parcels in the city have been slow to sale during the past two years. What few sales that have occurred are in the \$3 to \$4 per square foot range, which is four times the most recent sales transactions from WMIP.

As a result of the lower prices, development activity has increased at the Park since 2006 with 21 land sales that account for 134 acres of land or \$3,712,039 in gross sales. This equates to an average price per acre at \$27,702. Lot sales activity in 2009 was limited to only one transaction for a one acre lot at \$30,000 per acre. Lot sales activity in 2008 also showed a decline to three parcels totaling 28.63 acres at an average price of \$28,353 per acre. This slow down tends to mirror the same situation in Las Cruces from commercial land sales activity. This slow down since 2008 has led the City to stop the annual price increases and they have held prices steady since January 2008.

The following are land sales activity for light industrial use parcels in the City of Las Cruces since 2007.

Sale #	Location	Sales Date	Acres	Price/Acre
178	1430 Portland	2/07	2.140	\$126,168
213	1001 Portland	3/07	2.790	\$152,330
221	2340 Westgate	5/07	1.459	\$171,350
227	1360 Valley	7/07	1.398	\$157,345
231	5390 Del Rey	8/07	2.027	\$96,704
245	2800 N. Motel	8/07	2.784	\$114,943
256	1600 W. Picacho	10/07	3.138	\$151,370
255	W. Amador	11/07	4.828	\$201,960
274	375 N. Valley	9/08	3.103	\$225,588
284	W. Amador	9/08	2.922	\$232,175
292	5430 Del Rey	12/08	4.317	\$99,042
294	971 Sand Castle	7/08	0.940	\$182,466
314	5430 Del Rey Blvd.	12/08	4.317	\$99,042
310	2701 W. Amador	1/09	11.804	\$130,680
329	Mars Avenue	12/09	2.500	\$130,000
			50.470	\$151,411

As is apparent, the land sales are considerably higher closer in to the City and although the Park is only eight miles from downtown Las Cruces, the average price per acre is over five times higher in the City. Until prices in the WMIP increase to levels in the City, the prices at WMIP will continue to set the value as a buyer is not willing to pay more than the listing price or the price of recent land sales transactions. The volume of land sales activity has slowed significantly in 2008 as is evidenced by only four sales in the Park and only seven sales in the City. It is reasonable to assume that current market conditions are flat with no indication that a price increase is warranted to the current listing price. Additionally, according to Christine Logan, Economic Development Director for the WMIP, there is only one parcel under contract at this time for a small one acre tract at \$30,000.

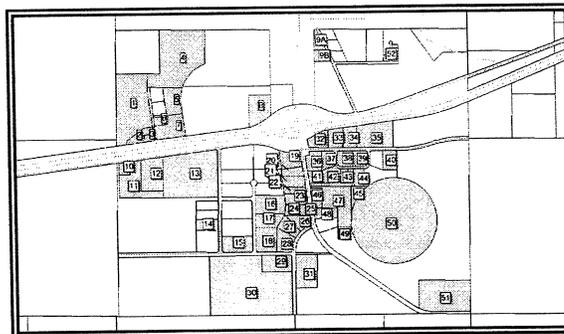
The client has also requested that I analyze sales data from Santa Teresa Industrial Park, which is located south of the subject along the US and Mexico border. I have collected a few land sales and two which are under contract, which has the infrastructure in place. Typically, these sales indicate a range from \$2.00 to \$2.50 per square foot. This price is also considerably higher than the subject. This is due in part to Santa Teresa's proximity to border crossing and

El Paso, Texas, which has a much larger labor force for employment. This area is also served with rail service and also has an airport in the area. It is my opinion that this Santa Teresa market is completely separate from the Las Cruces industrial market and that there can be no direct comparison to the subject parcels.

I have analyzed the 29 parcels of land in order to determine how to compare the subject parcels to the comparable sales. It becomes apparent that there are basically three categories of parcels. Three of the parcels contain over 100 acres of land and will be compared to large land sales. Parcels that are situated north of Interstate 10 (I-10) do not have sewer service and are considered partially developed. There are eight tracts that contain less than 3.8 acres and there are three tracts that contain between 11.5 to 28.9 acres that will be analyzed separately. There are 15 tracts of land south of I-10 that are completely developed and contain 4.3 to 15.3 acres of land. I will compare these parcels to similar sales from within the WMIP.

I have provided comparable sales for each parcel type in my "as is" market value estimate. The sales were analyzed on a price per acre basis. In analyzing the sales, I have first considered such characteristics including property rights transferred, financing terms, conditions of sale, and market conditions. After these four cumulative adjustments were made, other factors such as location, size, shape, topography, and utility of the property were considered.

The following is a chart showing the sales transaction history at the WMIP with a map showing the parcel location, property owner, parcel ID, sales price if recent, parcel size and price per acre.



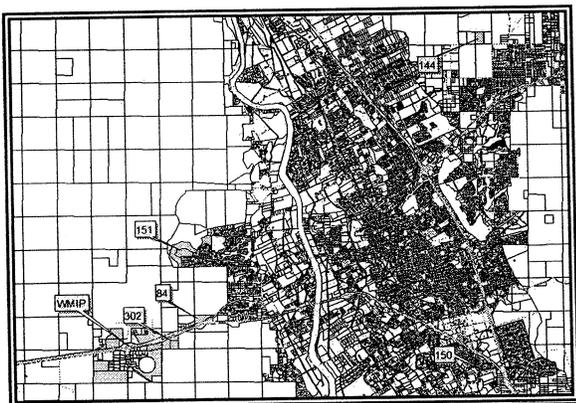
SOLD PARCEL LOCATION MAP

WEST MESA INDUSTRIAL PARK - SOLD PARCELS									
Parcel #	Lot Size	Property Owner	Parcel ID	Year Built	Improvement Size	Sales Price	Price/Acre	ID #	Date Sold
1	43,062	Arman Road	22523	1990/1996	57,312	\$0	\$0	36	11/21/96
2	4,600	Michael Flynn	22299			\$0	\$0	36	8/11/98
3	1,370	Las Cruces Brewing	22572			\$0	\$0	36	8/11/98
4	50,000	Army Road	27927			\$0	\$0	36	5/22/99
5	10,060	IBM Dept. Transportation	39840			Exchange	\$0	36	9/6/97
6	2,390	Samson	22300	1990	14,375		\$0	36	2/14/99
7	11,270	Clarence Crawford	17602			\$281,500	\$25,000	304	6/5/07
8	16,960	USA	22293			\$0	\$0	36	
9	3,160	Michael O'Donnell	35584			\$75,000	\$25,000	155	8/11/06
9A	16,160	Jason Montoya	22308			\$0	\$0	36	12/9/02
10	3,000	El Paso Electric Co.	27784			\$0	\$0	36	5/17/00
11	16,470	IBM Public Lands	27921			\$0	\$0	36	11/3/00
12	15,000	State of New Mexico	25525			\$0	\$0	36	8/11/96
13	50,000	City of Las Cruces (Ray Magnet Wire)	25752	1998	181,192	\$750,000	\$15,000	37	5/16/97
14	5,000	Demas Mancusz	34842			\$125,000	\$25,000	115	5/15/96
15	10,000	Farmers Investment	27379	2000	64,600	\$200,000	\$20,000	165	6/30/00
16	11,295	DMS Realty, L.L.C.	40358			\$407,619	\$36,300	305	12/22/06
17	7,480	Larry Baker	40359			\$254,166	\$34,338	306	10/25/06
18	10,620	Larry Baker	38577			\$292,850	\$27,500	266	9/30/07
19	7,020	Larry Baker	22298	1990	5,615	\$0	\$0	36	11/17/95
20	3,610	Maria Pogus	24117	1995	2,242	\$0	\$0	36	2/27/95
21	5,000	Ducross Investments	23669	1994	3,650	\$0	\$0	36	12/16/93
22	3,000	Doak Rental LLC	24507			\$0	\$0	36	5/15/95
23	5,000	Doak Rental LLC	24508	1995/1999	13,500	\$0	\$0	36	4/5/95
24	3,300	Pro Build Real Estate	27778			\$82,538	\$25,000	38	2/19/00
25	2,900	Pro Build Real Estate	27777	2002	23,707	\$0	\$0	36	7/13/00
26	5,000	Pro Build Real Estate	25469			\$75,000	\$15,000	93	8/18/00
27	5,000	Pro Build Real Estate	27922			\$75,000	\$15,000	93	8/18/00
28	6,600	Contractors Leasing LLC	38576			\$181,500	\$27,293	307	9/25/07
29	10,000	Sagefire Energy Inc	40906			\$150,000	\$15,000	308	10/25/06
30	80,000	City of Las Cruces	40905			\$0	\$0	36	5/13/95
31	15,000	THC Manufacturing LLC	39043			\$375,000	\$25,000	267	8/10/07
32	6,000	RDC LLC	35691			\$150,000	\$25,000	104	7/12/96
33	5,780	Esmail Hadani - Skyblue Inv	35682			\$37,878	\$37,878	225	6/27/07
34	5,225	Esmail Hadani - Skyblue Inv	35680			\$180,130	\$34,127	225	6/27/07
35	18,000	City of Las Cruces (Pavilion Metals)	22514	1998	107,876	\$324,000	\$18,000	36	7/1/97
36	6,000	Matthew Beard	35591			\$150,000	\$25,000	223	6/23/07
37	4,788	West Texas Development	35592			\$143,700	\$30,013	224	6/26/07
38	4,740	Dan & Jeff Stallings	35593	2008	6,250	\$142,200	\$30,000	224	4/6/07
39	4,750	James Ray	35594			\$0	\$0	36	9/14/94
40	4,658	Paradise Partners, LLC	35593			\$0	\$0	36	9/14/94
41	3,460	Leonard Besinger	35596			\$103,800	\$30,000	222	6/21/07
42	5,970	Leonard Besinger	35597			\$179,100	\$30,000	222	6/21/07
43	4,000	Sidney Williamson	35598	2007	7,560	\$100,000	\$25,000	139	7/11/06
44	3,530	Commissioner of Public Lands	27850			\$0	\$0	36	9/14/94
45	6,370	F&A Dairy	27841			\$127,408	\$20,000	160	3/1/00
46	4,370	F&A Dairy	27841			\$87,495	\$20,000	160	3/1/00
47	18,610	City of Las Cruces (F&A Dairy)	32853	95/95/99/04	121,893	\$0	\$0	36	9/14/94
48	5,840	F&A Dairy	27896			\$181,540	\$36,806	265	9/24/07
49	4,490	F&A Dairy	27896			\$0	\$0	36	9/14/94
50	120,140	City of Las Cruces (F&A Dairy)	24801			\$0	\$0	36	9/14/94
51	33,790	City of Las Cruces	26293			\$0	\$0	36	9/14/94
52	1,000	World Radio Networks	36144			\$30,000	\$30,000		9/14/95
Total						719,288	608,372		

COMPARABLE IMPROVED SALES						
Record ID	Subject	Sale 1	Sale 2	Sale 3	Sale 4	Sale 5
302	Large Land Parcels	144	151	130	84	84
144	Mountain Vista Parkway	Sonoma Ranch and Peachtree Hills	Peachtree Hills	Las Cruces, NM	Stem Drive	Jackrabbi Exchange
151	Las Cruces, NM	Las Cruces, NM	Las Cruces, NM	Las Cruces, NM	Las Cruces, NM	Las Cruces, NM
130	Fletcher Farms	Leon	Bunke	Bess	Bess	Roberts
84	USA	United Land Group of NM	Piacho Mountain II LP	DTJ Development	Trinity Properties	
Sale Date	Under Contract & Fell Through	8/21/07	4/5/07	1/12/06		
Sale Price	\$1,300,000	\$2,715,453	\$1,355,714	\$862,500		
Price/SF	\$33,000	\$10,542	\$27,024	\$16,397		
Location	112 to 156 Acres	100 Acres	56 Acres	50 Acres	52 Acres	52 Acres
Frontage	Similar	Superior	Superior	Superior	Similar	Similar
Corner Features	Mid-Block Location with I-10 Frontage	Corner Location	Mid-Block Location	Mid-Block Location	Mid-Block Location	Mid-Block Location
Depth & Shape	Irregular	Rectangular	Irregular	Irregular	Irregular	Irregular
Features	Gentle Sloping	Sloping	Gentle Sloping	Level	Gentle Sloping	Gentle Sloping
Topography	Industrial	ETZ - Commercial	Mixed Use	Residential	Residential	Industrial - Mixed Use
Zoning						

Large Undeveloped Land Parcel Analysis:

The following sales were used to compare to the first three parcels that are referred to as Parcel 3, 13 and 14. These are the large parcels with Parcel 3 and 13 situated north of I-10 and without sewer service. The remaining parcel is situated south of I-10 and has all city services. The sales selected are detailed in the following table, followed by an analysis and my estimate of value. The sales were selected as they were the most recent comparables that represent large development parcels that are the most comparable to the subject parcels.



Discussion of Improved Comparable Sales

The preceding comparables indicate an unadjusted price range of \$10,542 to \$33,000 per acre. The sales were not adjusted for time, as it appears that this segment of the market has weakened since its height in the summer of 2006. Therefore, the search for sales data was limited to those transactions that have occurred since 2006. These sales are the most representative of the recent activity.

Market conditions adjustments take into account market appreciation or depreciation. There has been only one new sale in the past 28 months, and it is reasonable to assume that the market is going through a state of uncertainty. With no new market sales it is difficult to determine the direction of the market. Market participant interviews indicate that the raw land market has suffered and that investors are waiting for either desperate sellers or for the market to stabilize. Nationally, the employment sector that drives industrial demand has lost over 1.7 million jobs in 2009, with additional losses forecasted in 2010. These employment sectors turned negative (i.e. net job losses) in the 4th Quarter of 2007. Employment growth generally leads absorption by six months and investors will watch employment sectors closely in 2010 to see if they have bottomed out. Six months after that occurs, the industrial market should start to see signs of life. The CoStar Group forecasts the national vacancy rate to increase from 8.9% at year end of 2008 to 11% by year end of 2010. Additionally, the average time to re-lease a vacated space has increased from 75 days in 2006 to 425 days currently.

Another method of determining current market activity is to check current listings. I have researched the Multiple Listing Service for vacant land tracts over 20 acres in order to determine if listing prices have changed. Of the 30 current listings that were researched, I found three active listings that indicated a decrease from their original listing prices. These three listings indicated decreases of 5%, 17% and 83% from original price. There is no way to determine if these parcels were listed at above market prices but there is an indication that this market has weakened.

After considering the lack of current market sales, the national economic indicators and current listing data, I have come to the conclusion that large land tract parcels have decreased in value since the end of 2007. I have factored in a 6% annual decrease in value since the start of 2008 to the comparable sales.

There are three parcels that range in size from 112 to 156 acres. I have used a 112 acre size tract as the typical subject parcel size. These comparable sales have been compared to a parcel that is a mid-block location with typical frontage and depth ratios. Adjustments have been made to the subject parcels that have I-10 exposure, inferior shape or lack of utilities. A description of each comparable sale property is as follows.

I have utilized a Quantitative Analysis Grid to help determine each sale's overall comparability to the subject, and to assist in further defining a range of value for the subject.

Sale No.	302	144	151	130	84
Sale Price/ Acre	\$33,000	\$23,302	\$10,542	\$27,024	\$16,397
Size - Acre	100.00	56.00	257.00	50.00	52.60
Sale Date	Apr-09	Aug-08	Aug-07	Apr-07	Jan-06
Rights Conveyed	Fee	Fee	Fee	Fee	Fee
Adj. Conditions of Sale					
Financing Terms	Market	Market	Market	Market	Market
Adjustment					
Buyer/ Seller Motivation	Normal	Normal	Normal	Normal	Normal
Adjustment					
Market Conditions (Time)	-6.00%	-4.00%	-6.00%	-6.00%	-6.00%
Tot. Time Adj.					
Adj. Value	\$31,458	\$21,393	\$9,302	\$23,846	\$14,469
Location:					
% Adj.	0%	-25%	25%	-25%	0%
S Adj.	\$0	(\$5,348)	\$2,326	(\$5,962)	\$0
Adj. Value	\$31,458	\$16,045	\$11,628	\$17,885	\$14,469
Size:					
% Adj.	0%	-10%	15%	-10%	-10%
S Adj.	\$0	(\$2,139)	\$1,395	(\$2,385)	(\$1,447)
Adj. Value	\$31,458	\$13,905	\$13,023	\$15,500	\$13,022
Utilities:					
% Adj.	0%	0%	0%	0%	0%
S Adj.	\$0	\$0	\$0	\$0	\$0
Adj. Value	\$31,458	\$13,905	\$13,023	\$15,500	\$13,022
Other Features:					
% Adj.	0%	0%	0%	0%	0%
S Adj.	\$0	\$0	\$0	\$0	\$0
Adj. Value	\$31,458	\$13,905	\$13,023	\$15,500	\$13,022

Price Per Square Foot Conclusion

The five comparables provide a range of adjusted value indications from a low of \$13,022 to \$31,458 per acre. This wide range of values is due to Comparable Sale #302, which is a parcel that is adjacent to the subject that was under contract to the US Government who has indicated a specific need to be in this immediate vicinity. This transaction has since fallen through due to government cut-backs. The remaining four sales represent a very close range from \$13,022 to \$15,500 per acre. There were no sales from the immediate vicinity; however, the comparables selected are representative of the subject property. The narrow range tends to lend credence to the final value conclusion. After considering the four remaining comparable sales and the slow market conditions, I have concluded a market value estimate towards the lower end of the range for Parcel 3 and 13 or \$13,500 per acre due to the lack of sewer service. Parcel 14 is located on Advancement Avenue with all utilities located adjacent to this parcel I have considered a slightly higher value to acknowledge availability of sewer service to this large land parcel.

The following chart is my estimate of value for these three parcels.

Parcel #	Parcel ID#	Size/Acre	Indicated Value/Acre	Market Value (Rounded)
3	02-27108/37908	156.29	\$13,500	\$2,110,000
13	02-36841	112.26	\$13,500	\$1,515,000
14	02-40907	112.20	\$14,000	\$1,570,000

Smaller Undeveloped Land Parcels – North of Interstate 10:

The following sales will be used to compare to the parcels that are situated north of Interstate 10 and have all city services except sewer. The parcels are referred to as Parcel 1, 2 and 4 through 12. These parcels range in size from one acre to 28.7 acres and do not have the higher quality roads. There have only been three land sales north of the Interstate since 2006. Two of these parcels sold for \$25,000 per acre while the sales south of the interstate were selling for \$25,000 to \$36,000 per acre with sewer service. The third parcel is the only sale that occurred in 2009 and contained only 0.90 acres of land and sold for \$30,000.

WEST MESA INDUSTRIAL PARK - SOLD PARCELS NORTH OF I-10

Parcel #	Total Lot Size	Property Owner	Parcel ID	Sales Price	Price/Acre	ID #	Date Sold
7	11.270	Clarence Crawford	02-37907	\$281,500	\$25,000	304	6/5/07
9	3.160	Michael O'Donnell	02-35584	\$79,000	\$25,000	155	8/17/06
52	0.9	World Radio Network	02-36842	\$30,000	\$33,333	333	9/14/09

When analyzing the 12 parcels of land it is my opinion that some adjustment for size and location is warranted. I am of the opinion that parcels with less than three acres should be adjusted upward by 10% for their smaller size and that parcels with more than 10 acres should be adjusted downward by 10% for their larger size. It is apparent that the sales north of I-10 sold for \$25,000 per acre almost two years ago and that there has been some appreciation through 2007. I have adjusted the two oldest sales upward by 10% for time through 2007 to acknowledge the increase in values in 2006 and 2007. Parcels with three acres or less would have an indicated value of \$30,000 per acre while parcels with more than 10 acres would have an indicated market value of \$25,000 per acre. The following chart is my estimate of value for these 12 parcels.

The sales occurred between May of 2006 to December of 2008 with no sales in 2009. The sales range in price from \$15,000 to \$36,300 per acre. The low end of the range is represented by Parcel 29, which sold below market due to economic incentives offered to the purchaser. After eliminating Parcel 29 the range is much closer from \$25,000 to \$36,300 per acre. The sales range in size from four acres to 15 acres. The largest and smallest sale both sold for \$25,000 per acre indicating no adjustment for size.

When analyzing the 15 subject parcels it is my opinion that the only adjustment required is for location within the park due to frontage, corner features or exposure to Interstate 10. The subject parcels are listed for sale at two different prices based on location. Parcel 20 and 25, which have exposure to Interstate 10 are priced at \$45,000 per acre. The remaining parcels are all listed at the same price or \$40,000 per acre.

There were only two sales in 2008 and these two parcels were also situated on Alliance Drive. Parcel 16, which is the most recent sale, was purchased for the asking price of \$36,300 per acre while Parcel 17 sold only slightly lower at \$34,339 per acre primarily due to the fact that the same purchaser had purchased an adjacent parcel the year prior and some credit was given. Taking note of the fact that the City is typically selling parcels at their asking price with only minor adjustments made for price due to economic incentives, I am of the opinion that Parcel 25 and 26, which are both located on Alliance Drive indicate a market value of \$36,000 per acre and that this is basis for establishing value on the remaining subject parcels.

Parcel 19 and 24 are both situated on the Interstate 10 frontage road and provide additional exposure to interstate traffic. Parcels with superior visibility and favorable access will typically bring a premium; however, the sales activity in the WMIP does not support an adjustment. The City has the two parcels listed for sale at \$45,000 per acre, which is 25% higher than the established price for parcels on Alliance Drive. This exceeds market derived adjustments experienced in Las Cruces. Therefore, I am of the opinion that Parcel 19 and 24 would have a lower market value of \$44,000 per acre.

The remaining 10 parcels are all similar in size, access and exposure. These 10 parcels are all situated on major thoroughfares within the WMIP and have equal exposure, frontage and access. As mentioned previously, Parcel 25 and 26 have an indicated market value of \$36,000 per acre but are considered slightly inferior due to secondary access within WMIP. The City has these 10 remaining parcels listed for sale at \$40,000 per acre, which is a 10% premium over the parcels on Alliance Drive. This premium appears reasonable and I am of the opinion that the market value of the remaining parcels is \$40,000 per acre.

Parcel #	Parcel ID#	Size/Acre	Indicated Value/Acre	Market Value (Rounded)
1	02-39841	3.880	\$30,000	\$115,000
2	02-37906	3.730	\$30,000	\$110,000
4	02-22306	28.86	\$25,000	\$720,000
5	02-35584	3.160	\$30,000	\$ 95,000
6	02-35585	3.370	\$30,000	\$100,000
7	02-35586	3.000	\$30,000	\$ 90,000
8	02-35587	3.000	\$30,000	\$ 90,000
9	02-35588	3.000	\$30,000	\$ 90,000
10	02-36839	17.66	\$25,000	\$440,000
11	02-36840	11.50	\$25,000	\$290,000
12	02-36843	0.900	\$30,000	\$ 30,000

Smaller Undeveloped Land Parcels – South of Interstate 10:

The following sales will be used to compare to the parcels that are situated south of Interstate 10 and have all city services including sewer service and good quality roads. The parcels are referred to as Parcel 15 through 29. These parcels range in size from 4.26 acres to 15.3 acres. The sales selected have occurred since 2007 as they were the most recent comparables that represent small fully developed parcels. There have been 15 land sales south of the Interstate. Please see the following chart for those sales.

WEST MESA INDUSTRIAL PARK - SOLD PARCELS SOUTH OF I-10

Parcel #	Total Lot Size	Property Owner	Parcel ID	Sales Price	Price/Acre	ID #	Date Sold
14	5.000	Dennis Muncrief	02-34842	\$125,000	\$25,000	115	5/15/06
16	11.230	DMS Realty, LLC	02-40358	\$407,649	\$36,300	305	12/22/08
17	7.400	Larry Barker	02-40359	\$254,100	\$34,339	306	10/29/08
18	10.620	Larry Barker	02-38977	\$292,050	\$27,500	266	9/28/07
28	6.650	Contractors Leasing LLC	02-38976	\$181,500	\$27,293	307	9/25/07
29	10.000	Sapphire Energy Inc.	02-40906	\$150,000	\$15,000	308	10/29/08
31	15.000	TMG Manufacturing, LLC	02-30043	\$375,000	\$25,000	287	8/10/07
32	6.000	RDC, LLC	02-35601	\$175,870	\$30,427	225	6/27/07
33	5.780	Esmail Haidan - Skyblue Inv.	02-35602	\$190,130	\$30,427	225	6/27/07
34	5.920	Esmail Haidan - Skyblue Inv.	02-35590	\$180,130	\$30,427	223	6/22/07
36	6.000	Matthew Ward	02-35592	\$143,700	\$30,013	224	6/26/07
37	4.788	West Texas Development	02-35591	\$142,200	\$30,000	214	4/6/07
38	4.740	Don & Jeff Billings	02-35593	\$142,200	\$30,000	222	6/21/07
41	3.460	Leonard Besinger	02-35596	\$103,800	\$30,000	222	6/21/07
42	5.970	Leonard Besinger	02-35597	\$179,100	\$30,000	222	6/21/07
43	4.000	Sidney Williamson	02-35598	\$100,000	\$25,000	139	7/11/06
48	5.040	F&A Dairy	02-39086	\$181,440	\$36,000	265	9/24/07
				117,598	\$3,291,539	\$27,990	

The following chart is my estimate of value for these 15 parcels.

Parcel #	Parcel ID#	Size/Acre	Indicated Value/Acre	Market Value (Rounded)
15	02-38980	4.26	\$40,000	\$170,000
16	02-38981	4.28	\$40,000	\$170,000
17	02-34842	5.00	\$40,000	\$200,000
18	02-34315	10.0	\$40,000	\$400,000
19	02-40352	15.3	\$44,000	\$675,000
20	02-40354	8.82	\$40,000	\$355,000
21	02-40356	7.80	\$40,000	\$310,000
22	02-38979	11.2	\$40,000	\$450,000
23	02-38978	11.2	\$40,000	\$450,000
24	02-40353	12.74	\$44,000	\$560,000
25	02-40355	7.80	\$36,000	\$280,000
26	02-40357	7.14	\$36,000	\$255,000
27	02-38974	10.26	\$40,000	\$410,000
28	02-39087	5.49	\$40,000	\$220,000
29	02-35395	4.49	\$40,000	\$180,000

Reliability

While every effort has been made to produce a credible value estimate, certain factors limit the reliability of the result. The scope of this assignment was limited to an application of the Sales Comparison Approach. Only a limited market analysis was made and no in-depth analysis of highest and best use was conducted.

These factors are not considered to have a significant negative impact on the reliability of the valuation. Sufficient data, diligence, and analysis are combined in this appraisal to produce a reasonably reliable value conclusion, which will serve the needs of the client.

GENERAL LIMITING CONDITIONS

This appraisal report has been made with, and is subject to, the following General Limiting Conditions:

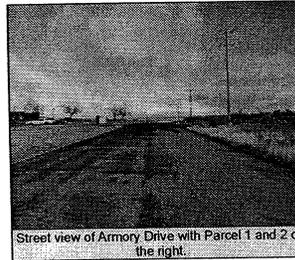
1. Unless previous arrangements have been made, the appraiser by reason of this appraisal, is not required to give further consultation, testimony, or be in attendance at court.
2. Neither all nor any part of the contents of this report shall be conveyed to any person or entity, other than the appraiser's or firm's client, through advertising, solicitation materials, public relations, news, sales, or other media without the written consent and approval of the author, particularly as to valuation conclusions, the identity of the appraiser or firm with which the appraiser is connected, or any reference to the Appraisal Institute or MAI designation. Further, the appraiser or firm assumes no obligation, liability, or accountability to any third party. If this report is placed in the hands of anyone but the client, client shall make such party aware of all the assumptions and limiting conditions of the assignment.
3. The value conclusion in the appraisal is subject to the prevailing market conditions as of the effective date of the appraisal. No responsibility is assumed for any change in value that might occur due to changes in market conditions subsequent to the effective date of the appraisal.
4. Acceptance of and/or use of this report constitutes acceptance of the preceding "General Assumptions," "Special Assumptions and Limiting Conditions," and "General Limiting Conditions."

SPECIAL ASSUMPTIONS AND LIMITING CONDITIONS

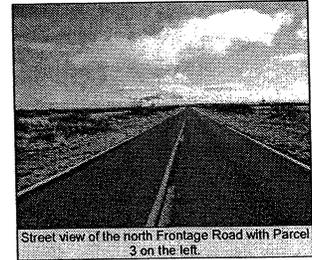
This appraisal report has been made with, and is subject to, the following Special Assumptions and Limiting Conditions:

1. It is assumed that the information provided by the owner of the subject property is true and correct. However, no liability for errors contained in neither the submitted documents nor their verbal representations is accepted by Mesilla Valley Appraisal Services.
2. The Americans with Disabilities Act (ADA) became effective January 26, 1992. I will not be responsible for conducting a specific compliance survey or analysis of this property to determine its conformity with the various requirements of the ADA. It is possible a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal the property is not in compliance with one or more of the requirements of the title. If so, non-conformance could have a negative effect upon the value of the property. Since I have no direct evidence relating to this issue, I will not be considering possible non-compliance with the requirements of ADA in estimating the value of the property.
3. I was not furnished with an environmental site assessment (21E) report and have appraised the subject with the assumption that it is not affected by any environmental hazards. Should it be determined that the site is affected by any environmental hazards I reserve the right to modify my overall value conclusion.

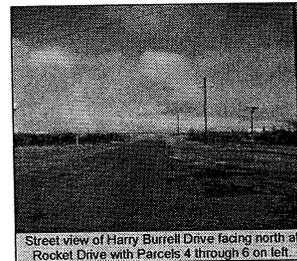
SUBJECT PHOTOGRAPHS



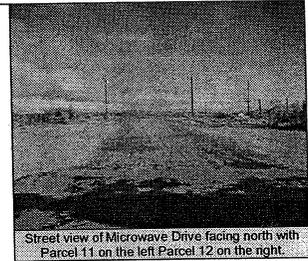
Street view of Armory Drive with Parcel 1 and 2 on the right.



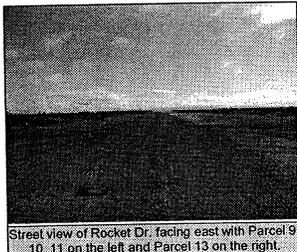
Street view of the north Frontage Road with Parcel 3 on the left.



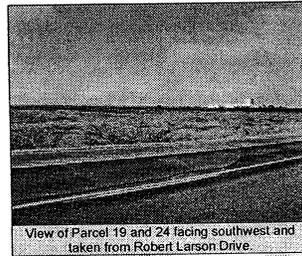
Street view of Harry Burrell Drive facing north at Rocket Drive with Parcels 4 through 6 on left.



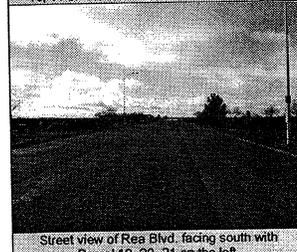
Street view of Microwave Drive facing north with Parcel 11 on the left Parcel 12 on the right.



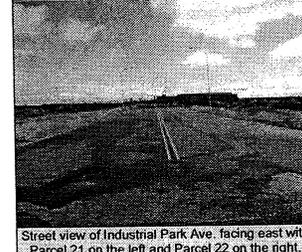
Street view of Rocket Dr. facing east with Parcel 9, 10, 11 on the left and Parcel 13 on the right.



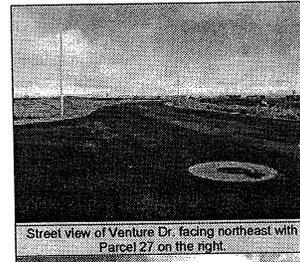
View of Parcel 19 and 24 facing southwest and taken from Robert Larson Drive.



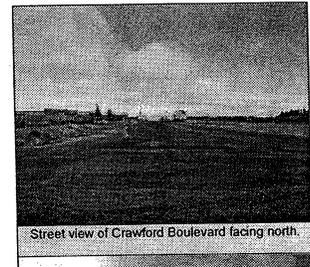
Street view of Rea Blvd. facing south with Parcel 19, 20, 21 on the left.



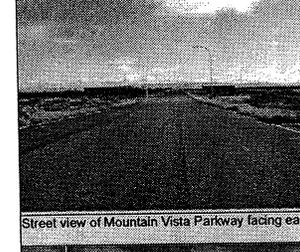
Street view of Industrial Park Ave. facing east with Parcel 21 on the left and Parcel 22 on the right.



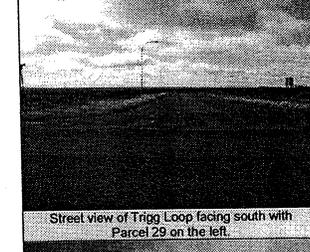
Street view of Venture Dr. facing northeast with Parcel 27 on the right.



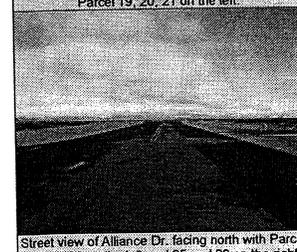
Street view of Crawford Boulevard facing north.



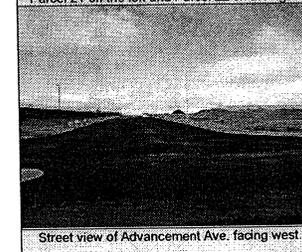
Street view of Mountain Vista Parkway facing east.



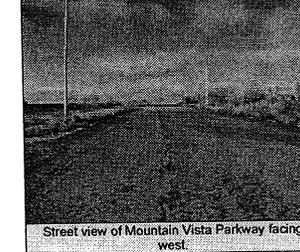
Street view of Trigg Loop facing south with Parcel 29 on the left.



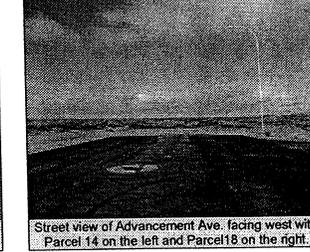
Street view of Alliance Dr. facing north with Parcel 20 and 21 on the left and 25 and 26 on the right.



Street view of Advancement Ave. facing west.

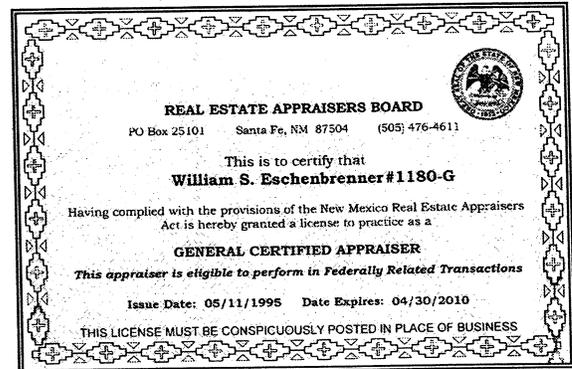


Street view of Mountain Vista Parkway facing west.



Street view of Advancement Ave. facing west with Parcel 14 on the left and Parcel 18 on the right.

APPRAISER QUALIFICATIONS W. SCOTT ESCHENBRENNER, MAI	
PROFESSIONAL EXPERIENCE: MAI, Designated Member of the Appraisal Institute - #11,814 State Certified General Real Estate Appraiser, New Mexico-1180	
EDUCATION BACKGROUND AND SPECIAL TRAINING: Graduate from Southwest Texas State University, 1986, with Bachelor of Science Degree in Business Administration with major in Finance - Real Estate.	
Successfully completed the following real estate courses from the Appraisal Institute: Real Estate Appraisal Principles Residential Valuation Basic Valuation Procedures Capitalization Theory and Techniques - Part A & B Report Writing and Valuation Analysis Standard of Professional Practice, Parts A, B & C Advanced Applications Demonstration Appraisal Report General Comprehensive Exam	
EMPLOYMENT: May 1995 to Present; Owner, Mesilla Valley Appraisal Services in Las Cruces, New Mexico January 1994 to May 1995: Appraiser, William Scott Burns & Wilkinson, Inc., in El Paso, TX. October 1986 to December 1993: Appraiser, William Scott Burns & Company in El Paso, TX. May 1985 to August 1985: Construction, JR Thurman Construction, El Paso, TX. May 1981 to December 1984: Assist. Golf Professional, El Paso Country Club, El Paso, TX.	
REPRESENTATIVE CLIENTS: Community First National Bank, First Federal Savings, First National Bank in Alamogordo, Citizens Bank of Las Cruces, First National Bank in Las Cruces, Western Farm Bureau Mutual Insurance Company, First Interstate Bank of Denver, Alamogordo Federal Savings and Loan, Bank of the Rio Grande, Mesilla Valley Bank, and other Regional Lending Institutions, Gerald Champion Memorial Hospital, City of Las Cruces, City of Alamogordo, Allstate Insurance Company, Texas Highway Department, United States Corps of Engineers, El Paso Water Utilities, Southern Pacific Railroad, City of El Paso, Gencon Corporation.	
REPRESENTATIVE ASSIGNMENTS: (Texas, & New Mexico) Single and Multifamily Complexes Professional Office Complexes Industrial Parks, Warehouses, Mini-Warehouse Facilities Vacant Land, Subdivision Analysis and Mobile Home Parks Farm & Ranch Shopping Centers Special Purpose: Post Office, Hotel, Automobile Dealership, Banking Facility, Restaurant, Convenience Stations, Medical Clinic, Church, and Easements.	



LAND SALE NO. 1

Property Identification	
Record ID	178
Address	1430 Portland Drive, Las Cruces, Doña Ana County, New Mexico 88005
Tax ID	02-27969
Legal Description	Lot 7, Blk A, Industry West
Sale Data	
Grantor	Mesilla Valley Improvement, Inc
Grantee	Pro Plumbing Heating & Cooling
Sale Date	February 27, 2007
Deed Book/Page	792/568
Recorded Plat	19/505-506
Property Rights	Fee Simple
Conditions of Sale	Arms Length
Financing	Cash to Seller
Verification	Other sources: Contract/File - Don Miller
Sale Price	\$270,000
Land Data	
Zoning	M-1 Light Manufacturing
Topography	Generally level
Utilities	All city services except sewer
Shape	Irregular
Landscaping	None
Flood Info	Not located in flood hazard area
Land Size Information	
Gross Land Size	2.140 Acres or 93,218 SF
Useable Land Size	2.140 Acres or 93,218 SF 100.00%
Indicators	
Sale Price/Gross Acre	\$126,168
Sale Price/Gross SF	\$2.90
Sale Price/Useable Acre	\$126,168
Sale Price/Useable SF	\$2.90

LAND SALE NO. 2

Property Identification	
Record ID	213
Property Name	Sandhill Center
Address	1001 Parkhill Drive, Las Cruces, Doña Ana County, New Mexico 88012
Tax ID	02-32490
Legal Description	Lot 1, Sandhill Center Subd No. 10
Sale Data	
Grantor	John N. & Mary C. Rinne
Grantee	Oak Mountain Properties, LLC
Sale Date	March 29, 2007
Deed Book/Page	802/704
Recorded Plat	21/112
Property Rights	Fee Simple
Conditions of Sale	Arms Length
Financing	Cash to Seller
Sale History	Sold in 2005 for \$2.01/SF
Verification	John Rinne, grantor to Ken Odenheim; Confirmed by Harry Hansen
Sale Price	\$425,000
Land Data	
Zoning	M-1 Light Manufacturing
Topography	Level
Utilities	All public services available
Flood Info	Zone X panel 516F 9/95
Land Size Information	
Gross Land Size	2.790 Acres or 121,532 SF
Indicators	
Sale Price/Gross Acre	\$152,330
Sale Price/Gross SF	\$3.50
Remarks	
North on Del Rey off Highway 70 past Keytronics.	

LAND SALE NO. 3

Property Identification

Record ID 221
Address 2340 Westgate Court, Las Cruces, Doña Ana County, New Mexico
Tax ID 02-18469

Sale Data

Grantor Ewing Irrigation Products, Inc.
Grantee Randy & Cindy Farmer
Sale Date May 1, 2007
Deed Book/Page 812-1448
Recorded Plat 14-190-191
Property Rights Fee Simple
Conditions of Sale Arms Length
Financing Cash to Seller

Sale Price \$250,000

Land Data

Zoning M-1 Light Manufacturing
Level Level
Utilities All city services
Shape Irregular
Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 1.459 Acres or 63,554 SF

Indicators

Sale Price/Gross Acre \$171,350
Sale Price/Gross SF \$3.93

LAND SALE NO. 4

Property Identification

Record ID 227
Address 1360 Valley Dr, Las Cruces, Doña Ana County, New Mexico
Tax ID 02-32347

Sale Data

Grantor Walter & Shirley Ann Lewis
Grantee G & N Ventures LLC
Sale Date July 26, 2007
Deed Book/Page 0725949
Recorded Plat 20/758
Property Rights Fee Simple
Conditions of Sale Arms Length
Financing Cash to Seller
Verification Other sources: MLS #776600

Sale Price \$220,000

Land Data

Zoning C-2 General Commercial
Level Level at street grade
Utilities All city services
Shape Irregular
Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 1.398 Acres or 60,906 SF

Indicators

Sale Price/Gross Acre \$157,345
Sale Price/Gross SF \$3.61

Remarks

Property is located at the entrance of Tashiro Road.

LAND SALE NO. 5

Property Identification

Record ID 231
Property Type Industrial
Address 5390 Del Rey Blvd., Las Cruces, Doña Ana County, New Mexico
Tax ID 03-13115
Legal Description Part of Lots 12 & 13, Block20, Elephant Butte Land & Trust Co, Subd A

Sale Data

Grantor David & Sylvia Roddy
Grantee Uriel & Erika Marquez and Salvador & Lidia Baquera
Sale Date August 13, 2007
Deed Book/Page #0731588
Property Rights Fee simple
Conditions of Sale Arms length
Financing Conventional
Verification Uriel Marquez, Jr., grantee; Confirmed by Harry Hansen

Sale Price \$196,020

Land Data

Zoning E11 Light Industrial ETZ
Level Level inside site
Utilities Electricity, water, natural gas, septic system
Shape Rectangular
Flood Info Not located in flood hazard area.

Land Size Information

Gross Land Size 2.027 Acres or 88,296 SF
Front Footage 175 ft Del Rey Blvd

Indicators

Sale Price/Gross Acre \$96,704
Sale Price/Gross SF \$2.22

Remarks

Purchased to construct office/warehouse property.

LAND SALE NO. 6

Property Identification

Record ID 245
Address 2800 N. Motel Blvd, Las Cruces, Doña Ana County, New Mexico
Tax ID 02-18674

Sale Data

Grantor Billy Goodin, Jr.
Grantee Karuskopf & Warren LLC
Sale Date August 23, 2007
Deed Book/Page 0729586
Property Rights Fee Simple
Conditions of Sale Arms Length
Financing Cash to Seller

Sale Price \$320,000

Land Data

Zoning R-2 Medium Density Residential
Level Level, corner location
Utilities All city services
Shape Irregular
Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 2.784 Acres or 121,271 SF

Indicators

Sale Price/Gross Acre \$114,943
Sale Price/Gross SF \$2.64

Remarks

There is an old single family dwelling on the property that was built in 1920, but offers no value.

LAND SALE NO. 7

Property Identification

Record ID 256
 Property Type Commercial
 Address 1600 W Picocho Avenue, Las Cruces, Doña Ana County, New Mexico 88005
 Tax ID 02-01986 & 02-18201
 Legal Description USRS Tracts 9C-9 and 9C-8

Sale Data

Grantor Estate of Edna Weinreich
 Grantee Manuel & Leticia Piñon
 Sale Date October 31, 2007
 Deed Book/Page 0737132
 Property Rights Fee Simple
 Marketing Time 259
 Conditions of Sale Arms length
 Financing REC \$100K down, \$3,000 P&I for 35 months @ 6.5%, balloon after 3 years.
 Verification M.L.S.#778763, Ellie Weinreich agent, Confirmed by Harry Hansen

Sale Price

\$475,000

Land Data

Zoning C-2 General Commercial
 Level
 Topography All public
 Utilities Irregular
 Shape None
 Landscaping Partially located in flood hazard area.
 Flood Info

Land Size Information

Gross Land Size 3,138 Acres or 136,691 SF
 Front Footage 327 ft Picocho

Indicators

Sale Price/Gross Acre \$151,370
 Sale Price/Gross SF \$3.47

Remarks

The subject has been used for used car and mobile home sales. Improvements do not support highest and best use. I consider this a vacant site sale.

LAND SALE NO. 8

Property Identification

Record ID 255
 Address W. Amador Ave. Las Cruces, Doña Ana County, New Mexico
 Location west of Horse and Hound Feed Store
 Tax ID Part of 02-30417
 Legal Description Lot 1B, Amador Tracts Replat No. 4

Sale Data

Grantor Amador Compress Partners, LLC
 Grantee Brewer Oil Co.
 Sale Date November 28, 2007
 Deed Book/Page 0739537
 Recorded Plat 22352
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Cash to Seller
 Verification Grady Oxford - Seller. Other sources: Warranty Deed. Confirmed by Scott Eschenbrenner

Sale Price

\$975,000

Land Data

Zoning C-2 General Commercial
 Topography Level at street grade
 Utilities All city services
 Shape Irregular
 Landscaping None
 Flood Info Located in flood hazard area
 User 5 1,872'
 User 6 311.90'
 User 7 311.90'

Land Size Information

Gross Land Size 4,828 Acres or 210,295 SF
 Front Footage 312 ft Amador

Indicators

Sale Price/Gross Acre \$201,960
 Sale Price/Gross SF \$4.64

Remarks

Property located on West Amador Avenue to the west of Compress Avenue and East of South Valley Drive next to the Horse and Hound Feed Store.

LAND SALE NO. 9

Property Identification

Record ID 274
 Property Name Former Model Airplane Field
 Address 375 North Valley Drive, Las Cruces, Doña Ana County, New Mexico
 Location With frontage on Archuleta Drive
 Tax ID 02-21153
 Legal Description USRS Tract 9A-157, Section 13, T23S, R1E

Sale Data

Grantor Gabe Sandoval and Grady Oxford
 Grantee CMH homes, Inc.
 Sale Date September 2, 2008
 Deed Book/Page 0825238
 Recorded Plat 21515
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Cash to seller
 Sale History Sold previously on 4/3/06 for \$425,000
 Verification Seller - Grady Oxford, January 8, 2009; Other sources: Appraisal File #7126

Sale Price

\$700,000

Land Data

Zoning C-3 Commercial
 Topography Basically Level
 Utilities All City Services
 Shape Irregular
 Flood Info Zone AE - Panel 631
 User 5 P = 1,524.61'
 User 6 TF = 1,069.67'
 User 7 MF = 514.69'

Land Size Information

Gross Land Size 3,103 Acres or 135,167 SF

Indicators

Sale Price/Gross Acre \$225,588
 Sale Price/Gross SF \$5.18

Remarks

This parcel will be improved for mobile home sales and operated as Oakwood Mobile Home Sales. The parcel is irregular in shape with 490 feet of paved road frontage on Archuleta and 514.69 feet on North Valley Drive. The site is situated in a flood zone. The property does have an irrigation well and no value was assigned to the water rights or the equipment when appraised.

I appraised the property for the City of Las Cruces on January 26, 2005 and the market value estimate is the same as the sales price. There were two additional offers on the property below the asking price. The property went under contract a year before the actual closing and was help to the seller. The sales price was \$425,000 and the adjusted price was \$446,250, which indicates a 21% annual appreciation factor over a 28-month period.

LAND SALE NO. 10

Property Identification

Record ID 284
 Property Type Industrial
 Property Name Casey Carpets Expansion Land
 Address W. Amador, Las Cruces, Doña Ana County, New Mexico 88005
 Location East of Pioneer Place
 Tax ID 02-40657
 Legal Description Tract A1 Miner Summary Subd.

Sale Data

Grantor Indrio Ventures, LLC
 Grantee Casey Carpets
 Sale Date September 18, 2008
 Property Rights Fee simple
 Conditions of Sale Arms length
 Financing Conventional loan
 Verification Dave Schultz, Banker. Other sources: Appraisal File; Confirmed by Harry Hansen

Sale Price

\$678,416

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public
 Shape Irregular
 Landscaping None
 Fencing None
 Flood Info Located in flood zone AE Map #35013C0631

Land Size Information

Gross Land Size 2,922 Acres or 127,282 SF
 Front Footage 350 ft Amador

Indicators

Sale Price/Gross Acre \$232,175
 Sale Price/Gross SF \$5.33

Remarks

Purchased for expansion of adjacent commercial property.

LAND SALE NO. 11

Property Identification

Record ID 292
 Address 5430 Del Rey Blvd. Las Cruces, Doña Ana County, New Mexico
 Tax ID 03-04575
 Legal Description Lot 1 & 2, Blk 19, EBL&T Co. Subd A

Sale Data

Grantor DKR Partnership
 Grantee Joe & Ida Chavez Family Trust
 Sale Date December 19, 2008
 Deed Book/Page 0834095
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Cash
 Verification Other sources: MLS #804723; Confirmed by Scott Eschenbrenner

Sale Price \$427,543

Land Data

Zoning E11 Light Industrial ETZ
 Level
 Topography
 Utilities All city services
 Shape Irregular
 Landscaping Natural desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 4.317 Acres or 188,040 SF

Indicators

Sale Price/Gross Acre \$99,042
 Sale Price/Gross SF \$2.27

Remarks

1-25 north to Doña Ana exit, right on Del Rey, vacant lot on the right. Perfect location for storage, warehouse and combination retail. Ready for development

LAND SALE NO. 12

Property Identification

Record ID 294
 Property Type Industrial
 Address 971 Sand Castle, Las Cruces, Dona Ana County, New Mexico
 Tax ID 02-27770
 Legal Description Lot 4, Sandhill Center Subdivision No. 3

Sale Data

Grantor WDC Properties, LLC
 Grantee David & Juliana Garcia
 Sale Date July 15, 2008
 Deed Book/Page 0820091
 Recorded Plat 19-432-433
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Cash to seller
 Verification Fritz Lawrence - Seller, 522-8762, February 16, 2009. Confirmed by Scott Eschenbrenner

Sale Price \$171,500

Land Data

Zoning M-1 Light Manufacturing
 Topography Basically Level
 Utilities All City Services
 Shape Rectangular
 Flood Info Zone X - Panel 518
 Perimeter P = 830'
 Total Frontage TF = 165'
 Main Frontage MF = 165'

Land Size Information

Gross Land Size 0.940 Acres or 40,942 SF
 Front Footage 165 ft Sand Castle

Indicators

Sale Price/Gross Acre \$182,466
 Sale Price/Gross SF \$4.19

LAND SALE NO. 13

Property Identification

Record ID 314
 Address 5430 Del Rey Blvd. Las Cruces, Dona Ana County, New Mexico
 Tax ID 03-04575
 Legal Description Pt Lots 1-2, Blk 19, EBL&T Co Subd A

Sale Data

Grantor David & Sylvia Roddy; Ken & Joan Forestal, Rosa Perez
 Grantee Joe & Ida Chavez Family Trust
 Sale Date December 19, 2008
 Deed Book/Page 0834095
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Cash
 Verification Other sources: MLS #804723; Confirmed by Harry Hansen

Sale Price \$427,543

Land Data

Zoning E11 Light Industrial ETZ
 Level
 Topography
 Utilities All city services
 Shape Irregular
 Landscaping Natural desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 4.317 Acres or 188,040 SF

Indicators

Sale Price/Gross Acre \$99,042
 Sale Price/Gross SF \$2.27

Remarks

1-25 north to Dona Ana exit, right on Del Rey, vacant lot on the right. Perfect location for storage, warehouse and combination retail.

LAND SALE NO. 14

Property Identification

Record ID 310
 Address 2701 West Amador Avenue, Las Cruces, Dona Ana County, New Mexico
 Location At the corner of Motel and I-10
 Tax ID 02-00484
 Legal Description USRS Tract 10-13A; 10-12A, S23, T23S, R1E

Sale Data

Grantor Valley Leasing & Development Company, Inc.
 Grantee RACI Management Company, Inc.
 Sale Date January 7, 2009
 Deed Book/Page 0900476
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Cash to seller
 Verification Confidential; Confirmed by Scott Eschenbrenner

Sale Price \$1,542,546 Based on \$3 psf

Land Data

Zoning M-1, M-1 Light Manufacturing
 Topography Level
 Utilities All City Services
 Shape Irregular
 Fencing Chain Link

Land Size Information

Gross Land Size 11.804 Acres or 514,182 SF
 Front Footage 754 ft Motel; 690 ft Amador; 478 ft I-10

Indicators

Sale Price/Gross Acre \$130,680
 Sale Price/Gross SF \$3.00

Remarks

This sale was negotiated in September of 2007 but the buyer could not close until 2009. The buyer paid \$5,000 per month as an option price until closing with none of the funds applied to the sales price. The person confirming the sale indicated that the sales price was based on \$3.00 per square foot and the total land area was 514,182 square feet.

The warranty deed shows three parcels containing 0.580 acres; 11.224 acres and 0.275 acres for a total of 12.079 acres and difference of 0.275 acres that is located on the north parcel.

There are basically two parcels that are situated on the west side of Motel Boulevard and they are divided by Amador Avenue. The northern parcel contains a total of 0.855 acres and has 151.78' feet of frontage on Motel and 457 feet of frontage on Amador. This parcel is irregular in shape with the western most portion of this parcel being triangular in shape with no utility.

The southern parcel contains 11.224 acres of land and has 540.21 feet of frontage on Amador; 617 feet on Motel and 587 feet of frontage on I-10.

THIS PARCEL IS ADJACENT TO THE LAS CRUCES SEWER PLANT AND AS SUCH SUFFERS FROM EXTERNAL OBSOLESCENCE DUE TO THE OFFENSIVE ODORS EMITTED FROM THE PLANT. IT APPEARS THAT BASED ON LAND VALUE FROM COMPARABLE AREA INDICATES A 50% DIMINUTION IN VALUE DUE TO THE EXTERNAL OBSOLESCENCE.

LAND SALE NO. 15

Property Identification

Record ID 329
 Address Mars Avenue, Las Cruces, Dona Ana County, New Mexico
 Tax ID 02-24671
 Legal Description Pt Sec. 31, T22S, R2E, NMPM, Pt of Highland Park Addition

Sale Data

Grantor Rosam Conran Living Trust
 Grantee Lovell Fincham
 Sale Date December 15, 2009
 Deed Book/Page 0933862
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Real Estate Contract
 Verification Other sources: MLS #807826; Confirmed by Scott Eschenbrenner

Sale Price \$325,000

Land Data

Zoning C-3 Commercial
 Topography Level
 Utilities All city services
 Shape Irregular
 Flood Info Not located in flood hazard area.

Land Size Information

Gross Land Size 2.500 Acres or 108,900 SF

Indicators

Sale Price/Gross Acre \$130,000
 Sale Price/Gross SF \$2.98

Remarks

North on Del Rey Blvd., then left (west) on Mars Avenue. Site is at the end of the pavement on the south side of Mars Avenue.

LAND SALE NO. 16

Property Identification

Record ID 302
 Property Type Commercial and Industrial
 Address East End Mountain Vista Parkway, Las Cruces, Dona Ana County, New Mexico
 Location East of the West Mesa Industrial Park
 Tax ID 02-39563, 02-39565, & 02-39564
 Legal Description Part of SW1/4 Sec 25, T23S, R1W

Sale Data

Grantor Fletcher Farms
 Grantee United States America
 Sale Date March 23, 2009 Under contract
 Property Rights Fee simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Verification Bill Boling, seller's agent; Confirmed by Harry Hansen

Sale Price \$3,300,000

Land Data

Topography Generally level desert land
 Utilities City water, electricity and gas
 Shape Irregular
 Flood Info Not in flood area

Land Size Information

Gross Land Size 100.000 Acres or 4,356,000 SF

Indicators

Sale Price/Gross Acre \$33,000
 Sale Price/Gross SF \$0.76

Remarks

This property is under contract to USA subject to environmental studies

LAND SALE NO. 17

Property Identification

Record ID 144
 Address Las Cruces, Dona Ana County, New Mexico,
 Location NWC Sonoma Ranch & Peachtree Hills Road
 Tax ID 02-36415
 Legal Description Lot 2, Isaacks Subd.

Sale Data

Grantor Guido A. & Maria G. Leon
 Grantee United Land Group of New Mexico, LLC
 Sale Date August 29, 2008
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Conventional
 Verification Other sources: Contract; Confirmed by Scott Eschenbrenner

Contract Price \$1,300,000

Land Data

Topography Generally level
 Utilities Electric, Water & Sewer in Sonoma Ranch
 Shape Irregular
 Landscaping Natural desert vegetation
 Flood Info Not located in flood zone

Land Size Information

Gross Land Size 55.790 Acres or 2,430,212 SF

Indicators

Sale Price/Gross Acre \$23,302
 Sale Price/Gross SF \$0.53

Remarks

The subject property was purchased by a local residential home builder for future subdivision.

LAND SALE NO. 18

Property Identification

Record ID 151
 Property Name Picacho Land Development
 Address Las Cruces, Dona Ana County, New Mexico,
 Location West end of Picacho Hills Country Club
 Tax ID 03-28908, 03-28909, 03-28910
 Legal Description Tract 3A2B, 3A2C, 3A2D, Enchanted Desert Subdivision

Sale Data

Grantor Francis M. Burke and Martha Lou Burke
 Grantee Picacho Mountain II Limited Partnership
 Sale Date August 21, 2007
 Deed Book/Page 0729108
 Recorded Plat 22/320-321
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Cash to seller
 Verification Third Party - Mark Cowen, MAI; Confirmed by Scott Eschenbrenner

Sale Price \$2,715,453

Land Data

Zoning ETZ, Single family dwelling
 Topography Sloping West Mesa Land
 Utilities All Services available adjacent to parcel
 Shape Irregular

Land Size Information

Gross Land Size 257.588 Acres or 11,220,533 SF

Indicators

Sale Price/Gross Acre \$10,542
 Sale Price/Gross SF \$0.24

Remarks

This parcel is sloping land to the west of Picacho Hills Country Club and adjacent to Coronado Ridge and Las Estancias de Picacho. All utilities are available in adjacent subdivisions. This parcel was in ETZ at the time of the sale (ER4) and is now part of Las Estancias de Picacho master plan. This parcel remains undeveloped and offers favorable views of Las Cruces.

LAND SALE NO. 19

Property Identification

Record ID 130
 Property Name Heather Hills Development
 Address Stem Drive, Las Cruces, Doña Ana County, New Mexico
 Tax ID 02-16689; 02-40213
 Legal Description Parcel A - Portions of Sect. 33 & 34, T23S, R2E
 Section 4, T24S, R2E
 User 2 Parcel B - Lot 6, 8, 9, Block 1, EBL&T Subd.
 User 3

Sale Data

Grantor Chris & Mary Ann Bess (89%) & First Assembly of God Church (11%)
 Grantee DTJ Development Company
 Sale Date April 5, 2007
 Deed Book/Page 0712488
 Property Rights Fee Simple
 Conditions of Sale Arms Length
 Financing Cash to seller
 Verification John Curry - Purchaser, Other sources: Appraisal File #7254; Confirmed by Scott Eschenbrenner

Sale Price \$1,365,714

Land Data

Zoning ER3
 Topography Gently Sloping
 Utilities Sewer, Water, Natural Gas, Electricity
 Shape Irregular
 Flood Info Zone X - Panel 634

Land Size Information

Gross Land Size 50.537 Acres or 2,201,392 SF

Indicators

Sale Price/Gross Acre \$27,024
 Sale Price/Gross SF \$0.62

Remarks

The property consists of two parcels. Parcel A shows 45.63-acres that will be developed with 47-residential lots containing not less than 3/4-acre. Parcel A will be accessed from Dove Crossing Subdivision to the north. Parcel B contains 10.08-acres of land with frontage on Stem Drive. Parcel B will be donated to Mesilla Valley Christian School Campus for a proposed high school. All utilities are available from Dove Crossing Subdivision.

LAND SALE NO. 20

Property Identification

Record ID 84
 Property Name Jackrabbit Exchange
 Address Northside of Interstate 10 and Picacho Avenue, Las Cruces, Doña Ana County, New Mexico
 Location West Mesa
 Tax ID 03-01607
 Legal Description Northwest 1/4 Section 30, T23S, R1E

Sale Data

Grantor Jack Lee Roberts
 Grantee Trinity Properties, Bill & Renee Cupid
 Sale Date January 12, 2006
 Deed Book/Page 677-1206-1207
 Property Rights Fee Simple
 Marketing Time N/A
 Conditions of Sale Arms Length
 Financing Cash to seller
 Verification Bill Cupid - Purchaser, December 7, 2005; Other sources: Appraisal File #7150, Confirmed by Scott Eschenbrenner

Sale Price \$862,500

Land Data

Zoning County
 Topography Gently Sloping
 Utilities Water, electric and phone nearby
 Shape Irregular

Land Size Information

Gross Land Size 52.600 Acres or 2,291,256 SF

Indicators

Sale Price/Gross Acre \$16,397
 Sale Price/Gross SF \$0.38

Remarks

Purchased for speculation. It has been reported that the Governor will release funds in the near future to rebuild this interchange and provide direct access to this parcel. Additionally, there has been discussion about creating a thoroughfare that connects this interchange 30-miles to the south at Santa Teresa. Time frame for this road is estimated at 5-years.

LAND SALE NO. 21

Property Identification

Record ID 304
 Property Type Industrial
 Address 258 Armory Road, Las Cruces, Doña Ana County, New Mexico 88005
 Location At the corner of the North Frontage Road
 Tax ID 02-37907
 Legal Description Lot C, West Mesa Industrial Park Northwest One

Sale Data

Grantor City of Las Cruces
 Grantee Clarence W. and Theresa Crawford
 Sale Date June 1, 2007
 Deed Book/Page #0720011
 Recorded Plat 22/150-151
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$281,500

Land Data

Zoning M-1 Light Manufacturing
 Level Level
 Topography All public available.
 Utilities Generally rectangular
 Shape Native desert vegetation
 Landscaping Not located in flood hazard area
 Flood Info

Land Size Information

Gross Land Size 11.270 Acres or 490,921 SF

Indicators

Sale Price/Gross Acre \$24,978
 Sale Price/Gross SF \$0.57

LAND SALE NO. 22

Property Identification

Record ID 155
 Property Type Industrial
 Address Las Cruces, Doña Ana County, New Mexico, 88005
 Location West Mesa Industrial Park
 Legal Description Parcel 1, West Mesa Industrial Park No 25

Sale Data

Grantor City of Las Cruces
 Grantee Michael O'Donnell & Julia Miller
 Sale Date August 17, 2006
 Deed Book/Page 738/184
 Recorded Plat 21-6820683
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$79,000

Land Data

Zoning M-1 Light Manufacturing
 Level Level
 Topography All public available.
 Utilities Generally rectangular
 Shape Native desert vegetation
 Landscaping Not located in flood hazard area
 Flood Info

Land Size Information

Gross Land Size 3.160 Acres or 137,650 SF

Indicators

Sale Price/Gross Acre \$25,000
 Sale Price/Gross SF \$0.57

LAND SALE NO. 23

Property Identification

Record ID 115
 Property Type Industrial
 Address Rea Blvd., Las Cruces, Doña Ana County, New Mexico 88005
 Location West side of Rea Blvd. in the West Mesa industrial Park
 Tax ID 02-34842
 Legal Description Tract 1, West Mesa Industrial Park No. 23

Sale Data

Grantor City of Las Cruces
 Grantee CS, Inc.
 Sale Date May 15, 2006
 Deed Book/Page 712/582
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Bill Hamm, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$125,000

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 5.000 Acres or 217,800 SF

Indicators

Sale Price/Gross Acre \$25,000
 Sale Price/Gross SF \$0.57

LAND SALE NO. 24

Property Identification

Record ID 305
 Property Type Industrial
 Address 350 Alliance Drive, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Tax ID 02-40358
 Legal Description Lot A-7, West Mesa Industrial Park No 26, Replat 1

Sale Data

Grantor City of Las Cruces
 Grantee DMS Realty, LLC
 Sale Date December 22, 2008
 Deed Book/Page #0834119
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$407,649

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 11.230 Acres or 489,179 SF

Indicators

Sale Price/Gross Acre \$36,300
 Sale Price/Gross SF \$0.83

Remarks

DMS Realty (Premier Distributing Company) is an Albuquerque based distributor of Anheuser-Busch products and they plan on building a distribution facility on Alliance Drive. They purchased the land in December of 2008 and are in the final design phase of development.

LAND SALE NO. 25

Property Identification

Record ID 306
 Property Type Industrial
 Address 350 Alliance Drive, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Tax ID 02-40359
 Legal Description Lot A-8, West Mesa Industrial Park No 26

Sale Data

Grantor City of Las Cruces
 Grantee Larry Barker
 Sale Date October 27, 2008
 Deed Book/Page #0829765
 Recorded Plat 22/413-414
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$254,100

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 7.400 Acres or 322,344 SF

Indicators

Sale Price/Gross Acre \$34,338
 Sale Price/Gross SF \$0.79

Remarks

Property was purchased for an onion peeling plant. Ag related use.

LAND SALE NO. 26

Property Identification

Record ID 266
 Property Type Industrial
 Address Advancement, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Legal Description Lots 3, West Mesa Industrial Park No 26

Sale Data

Grantor City of Las Cruces
 Grantee Larry Barker
 Sale Date September 21, 2007
 Deed Book/Page #0733636
 Recorded Plat 22/230-231
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$275,000

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 10.000 Acres or 435,600 SF

Indicators

Sale Price/Gross Acre \$27,500
 Sale Price/Gross SF \$0.63

LAND SALE NO. 27

Property Identification

Record ID 307
 Property Type Industrial
 Address Advancement Avenue & Venture Boulevard, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Tax ID 02-38976
 Legal Description Lot 2, West Mesa Industrial Park No 26

Sale Data

Grantor City of Las Cruces
 Grantee Contractors Leasing, LLC
 Sale Date September 25, 2007
 Deed Book/Page #0733111
 Recorded Plat 22/230-231
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$181,500

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available.
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 6.650 Acres or 289,674 SF

Indicators

Sale Price/Gross Acre \$27,293
 Sale Price/Gross SF \$0.63

Remarks

Property purchased by the adjacent land owner who is a truss building plant that serves the regional construction industry.

LAND SALE NO. 28

Property Identification

Record ID 308
 Property Type Industrial
 Property Name Sapphire Energy
 Address 9035 Advancement Avenue, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Tax ID 02-40906
 Legal Description Tract B, West Mesa Industrial Park No 28

Sale Data

Grantor City of Las Cruces
 Grantee Sapphire Energy Inc.
 Sale Date October 29, 2008
 Deed Book/Page 0829703
 Recorded Plat 22/575-576
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$150,000

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available.
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 10.000 Acres or 435,600 SF

Indicators

Sale Price/Gross Acre \$15,000
 Sale Price/Gross SF \$0.34

Remarks

Sapphire Energy purchased 10 acres of land from the City in October of 2008 and work began on the site in November. The company will grow algae to produce a renewable source of fuel for gasoline and jet fuel. It is constructing a research and development facility with five buildings and potentially thousands of feet of algae ponds in the industrial park. As part of an incentive package with the City, if Sapphire Energy creates 30 jobs at 120 percent of the average salary for the area and invests \$6 million in the industrial park, the City will convey 90 acres surrounding the original site to the company with a value of \$1.35 million at no additional cost. The lower purchase price for the 10 acres is due to incentives for job creation under the local economic development act.

LAND SALE NO. 29

Property Identification

Record ID 267
 Property Type Industrial
 Address SEC Venture & Advancement, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Legal Description Lot A, West Mesa Industrial Park No 20

Sale Data

Grantor City of Las Cruces
 Grantee The Marvin Group
 Sale Date August 10, 2007
 Deed Book/Page #0727888
 Recorded Plat 20/ Folio 316
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$375,000

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available.
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 15.000 Acres or 653,400 SF

Indicators

Sale Price/Gross Acre \$25,000
 Sale Price/Gross SF \$0.57

LAND SALE NO. 30

Property Identification

Record ID 104
 Property Type Industrial
 Address NEC Mountain Vista & Crawford Blvd., Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Tax ID 02-35601
 Legal Description Lot 1, West Mesa Industrial Park No. 24

Sale Data

Grantor City of Las Cruces
 Grantee RDC, LLC
 Sale Date July 12, 2006
 Deed Book/Page 728/542
 Recorded Plat 21/672-673
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Bill Hamm, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$150,000

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available.
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 6.000 Acres or 261,360 SF

Indicators

Sale Price/Gross Acre \$25,000
 Sale Price/Gross SF \$0.57

LAND SALE NO. 31

Property Identification

Record ID 225
 Property Type Industrial
 Address Mountain Vista Parkway, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Legal Description Lots 2 & 3, West Mesa Industrial Park No 24

Sale Data

Grantor City of Las Cruces
 Grantee Skyblue Investments, LLC
 Sale Date June 27, 2007
 Deed Book/Page #0723877
 Recorded Plat 21-672-673
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$356,000

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available.
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 11,700 Acres or 509,652 SF

Indicators

Sale Price/Gross Acre \$30,427
 Sale Price/Gross SF \$0.70

Remarks

Transferred 4 days later to Esmail Haidari

LAND SALE NO. 32

Property Identification

Record ID 223
 Property Type Industrial
 Address Las Cruces, Doña Ana County, New Mexico, 88005
 Location West Mesa Industrial Park
 Legal Description Lots 1, West Mesa Industrial Park No 22

Sale Data

Grantor City of Las Cruces
 Grantee Mathew Ikard
 Sale Date June 22, 2007
 Deed Book/Page #0722066
 Recorded Plat 21-684-685
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$150,000

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available.
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 6,000 Acres or 261,360 SF

Indicators

Sale Price/Gross Acre \$25,000
 Sale Price/Gross SF \$0.57

LAND SALE NO. 33

Property Identification

Record ID 224
 Property Type Industrial
 Address Las Cruces, Doña Ana County, New Mexico, 88005
 Location West Mesa Industrial Park
 Legal Description Lots 2, West Mesa Industrial Park No 22

Sale Data

Grantor City of Las Cruces
 Grantee West Texas Development, Ltd.
 Sale Date June 26, 2007
 Deed Book/Page #0723353
 Recorded Plat 21-684-685
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$143,700

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available.
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 4,788 Acres or 208,561 SF

Indicators

Sale Price/Gross Acre \$30,013
 Sale Price/Gross SF \$0.69

LAND SALE NO. 34

Property Identification

Record ID 214
 Property Type Industrial
 Property Name Billings
 Address SEC Trigg Loop & Mountain Vista Parkway, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Tax ID 02-35593
 Legal Description Lot 3, West Mesa Industrial Park No 22

Sale Data

Grantor City of Las Cruces
 Grantee Don & Jeff Billings
 Sale Date April 6, 2007
 Deed Book/Page 805/1068
 Recorded Plat 21-684-685
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Bill Hamm, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$142,200

Land Data

Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available.
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information

Gross Land Size 4,740 Acres or 206,474 SF

Indicators

Sale Price/Gross Acre \$30,000
 Sale Price/Gross SF \$0.69

LAND SALE NO. 35

Property Identification
 Record ID 222
 Property Type Industrial
 Address Crawford and Trigg Loop, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Tax ID 02-35396 & 02-35397
 Legal Description Lots 6 & 7, West Mesa Industrial Park No 22

Sale Data
 Grantor City of Las Cruces
 Grantee Leonard Bessinger Jr.
 Sale Date June 21, 2007
 Recorded Plat 21684-685
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$282,777

Land Data
 Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information
 Gross Land Size 9.426 Acres or 410,597 SF

Indicators
 Sale Price/Gross Acre \$30,000
 Sale Price/Gross SF \$0.69

LAND SALE NO. 37

Property Identification
 Record ID 265
 Property Type Industrial
 Address Crawford Blvd., Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Legal Description Lots 1, West Mesa Industrial Park No 27

Sale Data
 Grantor City of Las Cruces
 Grantee F & A Dairy Products, Inc.
 Sale Date September 24, 2007
 Deed Book/Page #0735939
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Ochs, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$187,200

Land Data
 Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information
 Gross Land Size 5.200 Acres or 226,512 SF

Indicators
 Sale Price/Gross Acre \$36,000
 Sale Price/Gross SF \$0.83

Remarks
 Purchased for expansion of existing Cheese plant operation.

LAND SALE NO. 36

Property Identification
 Record ID 139
 Property Type Industrial
 Property Name Spirals By Design
 Address Trigg Loop, Las Cruces, Doña Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Tax ID 02-35398
 Legal Description Lot 8, West Mesa Industrial Park No 22

Sale Data
 Grantor City of Las Cruces
 Grantee Sidney Williamson
 Sale Date July 11, 2006
 Deed Book/Page 727/607
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Bill Hamm, City of Las Cruces; Confirmed by Harry Hansen

Sale Price \$100,000

Land Data
 Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information
 Gross Land Size 4.000 Acres or 174,240 SF

Indicators
 Sale Price/Gross Acre \$25,000
 Sale Price/Gross SF \$0.57

LAND SALE NO. 38

Property Identification
 Record ID 333
 Property Type Industrial
 Address 501 Microwave Drive, Las Cruces, Dona Ana County, New Mexico 88005
 Location West Mesa Industrial Park
 Tax ID 02-36842
 Legal Description Lease Parcel A, West Mesa Industrial Park Northeast

Sale Data
 Grantor City of Las Cruces
 Grantee World Radio Network
 Sale Date September 14, 2009
 Deed Book/Page 0925519
 Recorded Plat 2258-59
 Property Rights Fee Simple
 Conditions of Sale Arms length
 Financing Cash to seller
 Sale History Never sold
 Verification Christine Logan, City of Las Cruces; Confirmed by Scott Eschenbrenner

Sale Price \$30,000

Land Data
 Zoning M-1 Light Manufacturing
 Topography Level
 Utilities All public available
 Shape Generally rectangular
 Landscaping Native desert vegetation
 Flood Info Not located in flood hazard area

Land Size Information
 Gross Land Size 1.000 Acres or 43,560 SF

Indicators
 Sale Price/Gross Acre \$30,000
 Sale Price/Gross SF \$0.69

Remarks
 Property purchased for the construction of a radio tower.

Scott Eschenbrenner

689

I need an estimated value for these development ready lots:

From: Christine Logan [clogan@las-cruces.org]
Sent: Wednesday, December 16, 2009 3:09 PM
To: Scott Eschenbrenner
Subject: RE: Updated appraisal of West Mesa Industrial Park lands.

Scott,
Please proceed. I have entered the requisition for \$5,371.88 and anxiously await the report.

From: Scott Eschenbrenner [mailto:brenner@zianet.com]
Sent: Wednesday, December 16, 2009 9:57 AM
To: Christine Logan
Subject: RE: Updated appraisal of West Mesa Industrial Park lands.

Christine,
Thanks for the bidding opportunity to update the previous appraisal at the West Mesa Industrial Park. The original fee as you know was \$10,000 due to the time involved in setting up the appraisal and number of parcels involved. After careful consideration, I can provide an updated appraisal for the remaining lots for \$5,000 plus gross receipts tax (7.4375%) and deliver this report within four to five weeks from authorization. Please let me know if you need any further information.

Respectfully Submitted,

Scott Eschenbrenner
Mesilla Valley Appraisal Services

From: Christine Logan [mailto:clogan@las-cruces.org]
Sent: Tuesday, December 15, 2009 10:47 AM
To: Scott Eschenbrenner
Cc: Nancy Montoya (Engineering); William (Bill) Hamm
Subject: Updated appraisal of West Mesa Industrial Park lands.

Scott,
I need an update of the West Mesa appraisals. The last update was completed April 9, 2009. Since then, 02-36842 sold for \$30,000 an acre and I have an sale agreement for 1 acre immediately north of that for \$30,000 per acre (subdivision pending). The large parcel west of Rea Blvd was leased for energy production. The City repurchased 1 lot on Rea Blvd and one on Harry Burrell under the "development deadline" clause under which they were sold. (set repurchase price at original sale price). A private parcel on Trigg Loop was subdivided and part of it sold. Construction has been completed at Sapphire and at TMG. Barker Produce and the Premier Distributing site are under construction. Several private parcels are for sale. The ones I know of indicated by the white stars. Most are NAI 1st valley listings but Steinborn has the Rea facility.

I have attached a pdf showing the area. The first page of pdf shows city land as white and shaded grey for private land. Last page shows current advertised sale prices. Generally \$45,000 for interstate frontage and large aerospace lots in northeast quadrant; \$40,000 for south of interstate; \$30,000 for small lots north of interstate.

2/5/2010

- 02-39841
- 02-35584
- 02-35586
- 02-35588
- 02-36840
- 02-36843
- 02-35595
- 02-38974
- 02-40353
- 02-40355
- 02-40357
- 02-38978
- 02-38981
- 02-34315
- 02-37906
- 02-35585
- 02-35587
- 02-36839
- 1 acre along Microwave Dr (part of 02-36841)
- 02-22306
- 02-39087
- 02-40352
- 02-40354
- 02-40356
- 02-38979
- 02-38980
- 02-34842

and for these lots that need infrastructure but we would sell "as is"

- 02-40907
- 02-27108 and 02-37908 combined
- 02-36843 less 1 acre

Please send me a cost and time estimate as soon as you can so I can process it and let you know if you can start the work.

Christine Logan
City of Las Cruces Economic Development Administrator
(575) 541-2286 clogan@las-cruces.org

No virus found in this incoming message.
Checked by AVG - www.avg.com
Version: 9.0.733 / Virus Database: 271.1.1/2663 - Release Date: 02/04/10 12:35:00

2/5/2010

RESTRICTED APPRAISAL REPORT

This is a Restricted Appraisal Report of a complete appraisal which is intended to comply with the reporting requirements set forth under Standards Rule 2-2© of the Uniform Standards of Professional Appraisal Practice for a Restricted appraisal Report. As such, it does not present discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation concerning the data, reasoning, and analyses is retained in the appraiser's files. The depth of discussion contained in this report is specific to the needs of the client and for the intended use stated below. The appraiser is not responsible for unauthorized use of this report.

CLIENT: City of Las Cruces

APPRAISER: Bill R. Hamm – Land Management Administrator, City of Las Cruces
Public Works Department
NM General Certified Appraiser #1300-G

SUBJECT: Appraisal of 2.56 Acres located on East Side of Armory Road, West Mesa Industrial Park, Las Cruces, NM

PURPOSE OF THE APPRAISAL:

The purpose of this appraisal is to estimate the market value, of the subject property, as of the effective date of the appraisal. The real estate interest being appraised is that of ownership in fee simple. The property is appraised as if free and clear, and as if without liens and encumbrances.

INTENDED USE OF REPORT:

This appraisal is intended for the sole purpose of assisting the client in facilitating a real estate purchase agreement for the subject property.

EFFECTIVE DATE OF VALUE: August 4, 2010

DATE OF REPORT: August 5, 2010

MARKET VALUE ESTIMATE: \$30,000 per acre

RECENT OWNERSHIP HISTORY:

To my knowledge the subject property is pending Las Cruces City Council consideration for private party sale has not been sold within the past three years. Property is current under contract for a reported \$30,000 per acre.

ESTIMATED MARKETING TIME: One Year

INDICATED EXPOSURE TIME: One Year

APPRAISAL DEVELOPMENT AND REPORTING PROCESS:

In preparing this appraisal, the appraiser inspected the subject site and gathered information from the subject's neighborhood and competitive neighborhoods in the Las Cruces market area on comparable land sales. The sales were then used in a direct sales comparison approach to estimate the value of the subject.

To develop the opinion of value, the appraiser performed a complete appraisal process, as defined by the Uniform Standards of Professional Appraisal Practice. This means that no departures from Standard 1 were invoked.

HIGHEST AND BEST USE: **Industrial Development in accordance with the WMIP Overlay Zone**

LIMITING CONDITIONS AND ASSUMPTIONS:

By this notice, all persons and firms reviewing, using or relying on this report in any manner bind themselves to accept these assumptions and limiting conditions. Do not use this report if you do not so accept. These conditions are a part of the appraisal report. They are prefaces to any certification, definition, fact or analysis, and are intended to establish as a matter of record that the appraiser's function is to provide a present market value indication for the subject property based upon the appraiser's observations as to the subject property and real estate market. This appraisal report is an economic study to estimate value as defined in it. It is not an engineering, construction, legal or architectural study nor survey and expertise in these areas, among others, is not implied.

The liability of the appraiser is limited to the client only. Further, there is no accountability, obligation, or liability to any third party.

The legal description is assumed to be correct as used in this report as furnished by the client, his representative, or as derived by the appraiser.

I assume no responsibility for matters legal in character, nor do I render any opinion as to title, which is assumed to be marketable. Unless otherwise stated, all existing liens and encumbrances have been disregarded. The property is appraised as though free and clear and under responsible ownership and competent management.

Any sketches in this report are included to assist the reader in visualizing the property. A survey of the property has been prepared, but I assume no responsibility about such matters.

This appraisal is made on the premise that there are no other encumbrances limiting the use of the appraisal property than those herein reported.

The information contained in this report was gathered from seemingly reliable sources, but is in no sense guaranteed.

Possession of this report or any copy of it does not carry with it the right of publication, nor may it be used for other than its intended use. The physical reports remain the property of the appraiser for the use of the client. The client may distribute copies of this appraisal report in its entirety to such third parties as he may select; however, selected portions of this appraisal report shall not be given to third parties without the prior written consent of the signatories of this appraisal report. By inclusion of the contained certification, the appraiser hereby consents to this appraisal report being disseminated to the public by advertising media, public relations, news, sales or other media for public communication.

I assume that there are no hidden or unapparent conditions of the property, subsoil or structures which would render it more or less valuable. I assume no responsibility for such conditions or for the engineering required to discover such factors.

The value estimated in this report is based on the assumption that the property is not negatively affected by the existence of hazardous substances or detrimental environmental conditions. The appraiser is not an expert in the identification of hazardous substances or detrimental environmental conditions. The appraiser's routine inspection of and inquiries about the subject property did not develop any information that indicated any apparent significant hazardous substances or detrimental environmental conditions which would affect the property negatively. It is possible that tests and inspections made by a qualified hazardous substance and environmental expert would reveal the existence of hazardous materials and environmental conditions on or around the property that would negatively affect its value.

The Americans with Disabilities Act ("ADA") became effective January 26, 1992. I have not made a specific compliance survey to determine if it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon the value of the property. Since I have no direct evidence relating to this issue, I did not consider possible noncompliance with the requirements of ADA in estimating the value of the property.

The Appraiser(s) or those helping in preparation of the report will not be asked or required to give testimony in court or hearing because of having made the appraisal, in full or in part, nor engage in post appraisal consultation with client or third parties except under separate and special arrangement. If testimony or deposition is required because of any subpoena, the client shall be responsible for any additional time, fees, and charges regardless of issuing party.

Improvements proposed, if any, on or off-site, as well as any repairs required, are considered, for purposes of this appraisal, to be completed in a good and workmanlike manner according to information submitted and/or considered by the appraiser. In cases of proposed construction, the appraisal is subject to change upon inspection of property after construction is completed. This estimate of market value is as of the date shown, as proposed, as if completed and operating at levels shown and projected.

The fee for this appraisal or study is for the service rendered and not for the time spent on the physical report or the physical report itself. Amount or payment of the fee for services is not contingent on any result, approval amount or other estimates or statements.

We reserve the right to alter statements, analysis, conclusion or any value estimate in the appraisal if there becomes known to us facts pertinent to the appraisal process which were unknown to us when the report was finished.

Acceptance of, and/or use of, this appraisal report by client or any third party constitutes acceptance of the above conditions. Appraiser liability extends only to stated client, not subsequent parties or users of any type, and the total liability of appraiser is limited to the amount of the fee received by appraiser.

CERTIFICATION:

I certify that, to the best of my knowledge and belief:

- * The statements of fact contained in this report are true and correct.
- * The reported analyzes, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyzes, opinions, and conclusions.
- * I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- * My compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event.
- * The appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.
- * My analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice and the Code of Professional Ethics.
- * I have made a personal inspection of the property that is the subject of this report.
- * No one provided significant professional assistance to the person signing this report.
- * As of the date of this report, I have completed the requirements of the continuing education program of the State of New Mexico.

Respectfully submitted,

Bill R. Hamm NM #1300-G





REAL ESTATE APPRAISERS BOARD

PO Box 25101 Santa Fe, NM 87504 (505) 476-4611

This is to certify that

William R. Hamm #1300-G

Having complied with the provisions of the New Mexico Real Estate Appraisers Act is hereby granted a license to practice as a

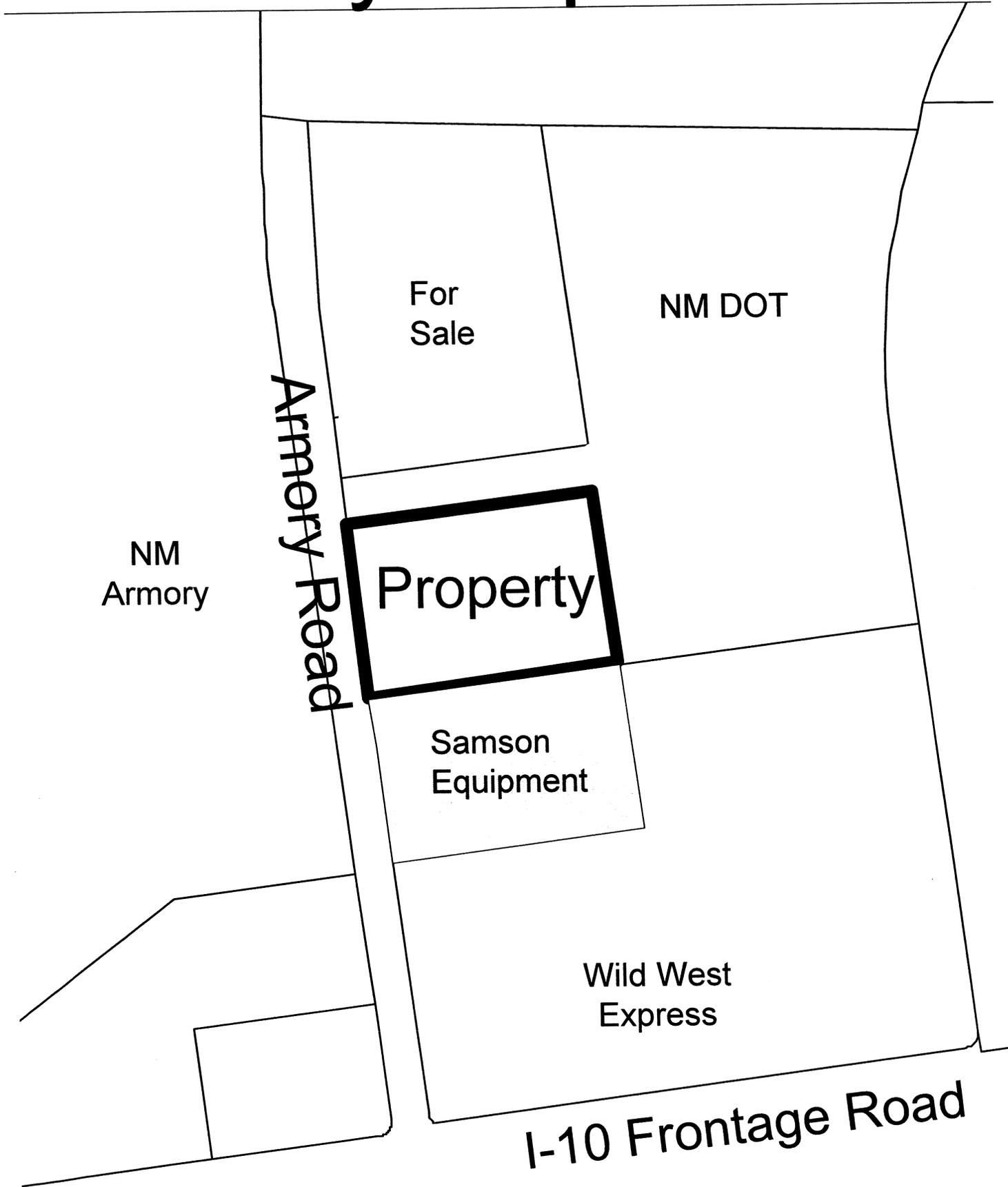
GENERAL CERTIFIED APPRAISER

This appraiser is eligible to perform in Federally Related Transactions

Issue Date: 10/08/1996 Date Expires: 04/30/2012

THIS LICENSE MUST BE CONSPICUOUSLY POSTED IN PLACE OF BUSINESS

Vicinity Map



NM
Armory

Armory Road

For
Sale

NM DOT

Property

Samson
Equipment

Wild West
Express

I-10 Frontage Road

PUBLISHING INFO FOR CITY CLERKS OFFICE
FIRST READ August 16, 2010
ADOPTION September 7, 2010

Terms of Sale:

Proposed sale is for \$76,800.00 payable in cash or equivalent at closing.

Appraised Value:

Property appraisal completed in February 2010 estimated the value of the land at \$30,000 per acre

Schedule of Payments:

\$5,000 earnest money prior at Council approval. \$71,800.00 to be paid at closing.

Amount of Purchase price:

Proposed sale is for \$30,000.00 per acre for total of \$76,800.00

Purchaser of Property:

David and Linda Schroeder. PO Box 353, Fairacres NM, 88033

Purpose of Sale:

Develop west mesa industrial park lands.