City of Las Cruces®

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Council Action and Executive Summary

Item # 1 **Ordinance/Resolution#** 2626

For Meeting of July 5, 2011 (Ordinance First Reading Date)

For Meeting of July 15, 2011 (Adoption Date)

TITLE: AN ORDINANCE AUTHORIZING A REAL ESTATE PURCHASE AGREEMENT BETWEEN THE UNITED STATES OF AMERICA AND THE CITY OF LAS CRUCES, FOR THE SALE OF 15 ACRES OF MUNICIPALLY OWNED LAND IN THE WEST MESA INDUSTRIAL PARK FOR THE PURCHASE PRICE OF SIX HUNDRED THOUSAND DOLLARS ($600,000.00) IN ACCORDANCE WITH PROVISIONS OF LCMC 1997, SECTION 2-1312.

PURPOSE(S) OF ACTION:

Sell undeveloped City land.

COUNCIL DISTRICT: 4		
Drafter/Staff Contact: Christine Logan	**Department/Section:** Admin / Economic Development	**Phone:** 541-2286
City Manager Signature:		

BACKGROUND / KEY ISSUES / CONTRIBUTING FACTORS:

The City of Las Cruces has been working with the Army Corps of Engineers office in Albuquerque to find a suitable location for development of a new Army Reserve training facility. A site within the West Mesa Industrial Park has been selected. This Ordinance authorizes the sale of 15 acres of municipal property on Rea Boulevard to the United States of America for $600,000.

The purchase price is based on a value of $40,000 per acre. Two property appraisals are attached. A February 2010 appraisal and a restricted appraisal performed by the City's Land Management office.

The subdivision establishing a single parcel from two existing parcels is being finalized. Roadways and City utilities are in place along Rea Boulevard adjacent to the parcel. No City infrastructure improvements are required as a part of this sale. An extension of Advancement Avenue is adjacent to the property but is not developed at this time and the development of the United States Army Reserve Center will not require the improvements to Advancement Avenue. Should that roadway be developed, the City would be responsible for improvements along this property, not the Federal government. 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 180 days after adoption (between August 29, 2011 and January 11, 2012). 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, Economic Development Fund.

SUPPORT INFORMATION:

1. Ordinance.
2. Exhibit "A", Purchase Agreement.
3. Attachment "A", Appraisals of property.
4. Attachment "B", Proposed site plan for facility.
5. Attachment "C", Vicinity Map.

SOURCE OF FUNDING:

Is this action already budgeted?			
	Yes	☒	See fund summary below
	No	☐	If No, then check one below:
	Budget Adjustment Attached	☐	Expense reallocated from: _____
		☐	Proposed funding is from a new revenue source (i.e. grant; see details below)
		☐	Proposed funding is from fund balance in Fund
Does this action create any revenue?			
	Yes	☒	Funds will be deposited into this fund: West Mesa Fund (4504) in the amount of $600,000.00.
	No	☐	There is no new revenue generated by this action.

BUDGET NARRATIVE

NA

FUND EXPENDITURE SUMMARY:

Fund Name(s)	Account Number(s)	Expenditure Proposed	Available Budgeted Funds in Current FY	Remaining Funds	Purpose for Remaining Funds
NA	NA	NA	NA	NA	NA

OPTIONS / ALTERNATIVES:

1. Vote YES on the Ordinance to approve the Real Estate Purchase Agreement. This would allow the Federal government to buy 15 acres of City land in the West Mesa Industrial Park for $600,000.00.
2. Vote NO on the Ordinance to reject the option and the City will retain control of the land and market it to other users.
3. Vote to AMEND this could modify the terms of the agreement and then adopt the proposal.
4. Vote to TABLE the proposal and/or instruct staff to seek alternative direction.

REFERENCE INFORMATION:

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

N/A

COUNCIL BILL NO. 12-004
ORDINANCE NO. 2626

AN ORDINANCE AUTHORIZING A REAL ESTATE PURCHASE AGREEMENT BETWEEN THE UNITED STATES OF AMERICA AND THE CITY OF LAS CRUCES, FOR THE SALE OF 15 ACRES OF MUNICIPALLY OWNED LAND IN THE WEST MESA INDUSTRIAL PARK FOR THE PURCHASE PRICE OF SIX HUNDRED THOUSAND DOLLARS ($600,000.00) IN ACCORDANCE WITH PROVISIONS OF LCMC 1997, SECTION 2-1312.

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 15 acres of land situated within the West Mesa Industrial Park; and

WHEREAS the Army Corps of Engineers has determined that the Industrial Park is a viable location for an United States Army Reserve Center and has requested a purchase on behalf of the Federal government.

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

(I)

THAT the sale of 15 acres of West Mesa Industrial Park land for Six Hundred Thousand dollars ($600,000), 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.

(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, Economic Development 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 _____, 2011.

APPROVED:

_____
Mayor

ATTEST:

_____
City Clerk

(SEAL)

VOTE:
Mayor Miyagishima: _____
Councillor Silva: _____
Councillor Connor: _____
Councillor Pedroza: _____
Councillor Small: _____
Councillor Sorg: _____
Councillor Thomas: _____

Moved by:_____

Seconded by:_____

APPROVED AS TO FORM:

_____
City Attorney

REAL ESTATE PURCHASE AGREEMENT

THIS AGREEMENT, entered into this _____ day of _____, 2011 between the United States of America whose address is c/o USACE Albuquerque CESPA-RE, 4101 Jefferson Plaza NE, Albuquerque, NM 87109-3435 (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 15 acres of land located at 391 Rea Boulevard being Tract 1 of West Mesa Industrial Park #21 and Tract 1 of West Mesa Industrial Park #23, with all improvements thereon, and all rights, hereditaments, easements and appurtenances thereunto belonging.

TERMS AND CONDITIONS:

1. Purchase Price.
The purchase price for the Property shall be Six Hundred Thousand Dollars ($600,000.00), payable in cash or equivalent at closing.

2. Property.
City, at its sole expense, shall prepare, process, and record a subdivision plat to establish and monument the boundaries of the Property as a single parcel in the public record of Dona Ana County.

3. Closing Date.
Closing for the sale of the Property shall occur on a mutually agreeable date at least 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 and no more than and no more than 180 days after adoption of the ordinance.

4. 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.
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.

5. Costs and Fees.

a) The closing costs shall be paid as follows: any loan fees shall be paid by the Purchaser; the Commitment of Title Insurance and the Title Policy Premium 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, service and utility hook-up fees. Underground, primary high voltage distribution power is available in right of ways. Purchaser is responsible for securing service power as necessary to develop the Property.

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.

6. 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.

7. Governing Laws.

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

8. 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.

9. 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.

10. 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.

11. 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.

12. 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.

13. 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.

14. 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: Economic Development, P .0. Box 20000, Las Cruces, NM 88004; and to USACE Albuquerque CESPA-RE, 4101 Jefferson Plaza NE, Albuquerque, NM 87109-3435 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

_____
Mayor

UNITED STATES OF AMERICA

_____
By:

Title:_____

APPROVED AS TO FORM:

_____
City Attorney

ATTACHMENT "A"

COMPLETE SUMMARY
APPRAISAL REPORT

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

APPRAISAL FILE #7541
27 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:

FEBRUARY 8, 2011

DATE OF REPORT:

FEBRUARY 11, 2011

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 11, 2011

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

Reference: File No. 7541
27 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 February 8, 2011 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 February 8, 2011, is as follows:

Parcel #	Parcel ID#	Size - Acre	Indicated Value/Acre	Market Value
1	02-39841	5.050	$33,000	$167,000
2	02-27108/02-37908	156.290	$13,500	$2,110,000
3	02-22306	28.860	$27,000	$780,000
4	02-35584	3.160	$30,000	$95,000
5	02-35585	3.370	$30,000	$100,000
6	02-35586	3.000	$30,000	$90,000
7	02-35587	3.000	$30,000	$90,000

Parcel #	Parcel ID#	Size -Acre	Indicated Value/Acre	Market Value
8	02-35588	3.000	$30,000	$90,000
9	02-36839	17.660	$27,000	$475,000
10	02-36840	11.500	$27,000	$310,000
11	02-36843	0.900	$30,000	$30,000
12	02-36841	112.260	$12,750	$1,430,000
13	02-40907	112.200	$13,500	$1,515,000
14	02-38980	4.260	$40,000	$170,000
15	02-38981	4.280	$40,000	$170,000
16	N/A	15.000	$40,000	$600,000
17	02-40352	15.300	$45,000	$690,000
18	02-40354	8.820	$40,000	$355,000
19	02-40356	7.800	$40,000	$310,000
20	02-38979	11.200	$40,000	$450,000
21	02-38978	11.200	$40,000	$450,000
22	02-40353	12.740	$45,000	$575,000
23	02-40355	7.800	$40,000	$310,000
24	02-40357	7.140	$40,000	$285,000
25	02-38974	10.260	$40,000	$410,000
26	02-39087	5.490	$40,000	$220,000
27	02-35595	4.490	$40,000	$180,000

Respectfully submitted,

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

APPRAISAL SUMMARY	
Appraisal File:	#7541
Property Name:	West Mesa Industrial Park
City/State/Zip:	Las Cruces, NM
Legal Description	27 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:	February 8, 2011
Date of "As Is" Value (Effective Date):	February 8, 2011
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, Thirteenth Edition*, social, economic, governmental and environmental forces influence property values in the vicinity of a subject property. As a result, they affect the value of that property. Market Area is defined in terms of the market for a specific category of real estate and thus is the area in which alternative, similar properties effectively compete with the subject property in the minds of probable, potential purchasers and users. Although physical boundaries may be drawn, the most important boundaries are those that identify factors influencing property values. The area of influence, commonly called a neighborhood, can be defined as a group of complementary land uses.

The subject neighborhood is referred to as the West Mesa Industrial Park (Park) and is located eight miles west of downtown Las Cruces and immediately south of the Las Cruces International Airport. The Park is situated in 1,820 acres located on both sides of Interstate 10. The City has sold approximately 740 acres to date of which 250 acres are currently developed. Development ready parcels within the Park are being offered at $30,000 to $45,000 an 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 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 gallons per minute. 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 Park areas south of Interstate 10 and a recently completed sewer lift station to the north of Interstate 10 that will service the northwest quadrant of the Park. 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 gallons per day treatment plant in the southeast corner of the Park.

Recent developments include Sapphire Energy who purchased 10 acres of land from the City in August of 2008 and work began on the site in November of that same year. 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 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 Park, the City has conveyed 90 acres surrounding the original site to the company at no additional cost.

DMS Realty (Premier Distributing Company) is an Albuquerque based distributor of Anheuser-Busch products and they recently opened a distribution facility on Alliance Drive. 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 complete. Barker Produce recently completed construction on an onion peeling plant situated on 18 acres of land on Alliance Drive and Advancement Avenue.

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 had to lay off 75 workers. The company is a 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. Both of these buildings were re-leased in the summer of 2010 to Alaska Structures. Alaska Structures® (AKS) designs, engineers and delivers the highest quality fabric building systems for extreme environments. Since it was founded in 1975, over 45,000 AKS shelters ranging from 8' wide to 150' wide have been tested and proven in over 50 countries around the world, including more than 22,000 Alaska Military Shelters and 4,500 Alaska Environmental Control Units in Afghanistan and Iraq.

The City of Las Cruces has negotiated with two solar electrical generating plants to locate in the Park. One parcel is located at the west end of Advancement Avenue on an 86 acre parcel. The company is enXco Corporation and they plan to construct an eight megawatt photovoltaic solar system. SunEdison also has an agreement with El Paso Electric Co. to provide 24 megawatts of power. The power will come from two solar generating facilities to be built, one near Las Cruces International Airport and the other in the Park. SunEdison has a one-year option to lease as much as 240 acres near the airport, for $1,000. The option allows SunEdison to conduct technical and feasibility tests to determine exactly where a solar generating facility should be

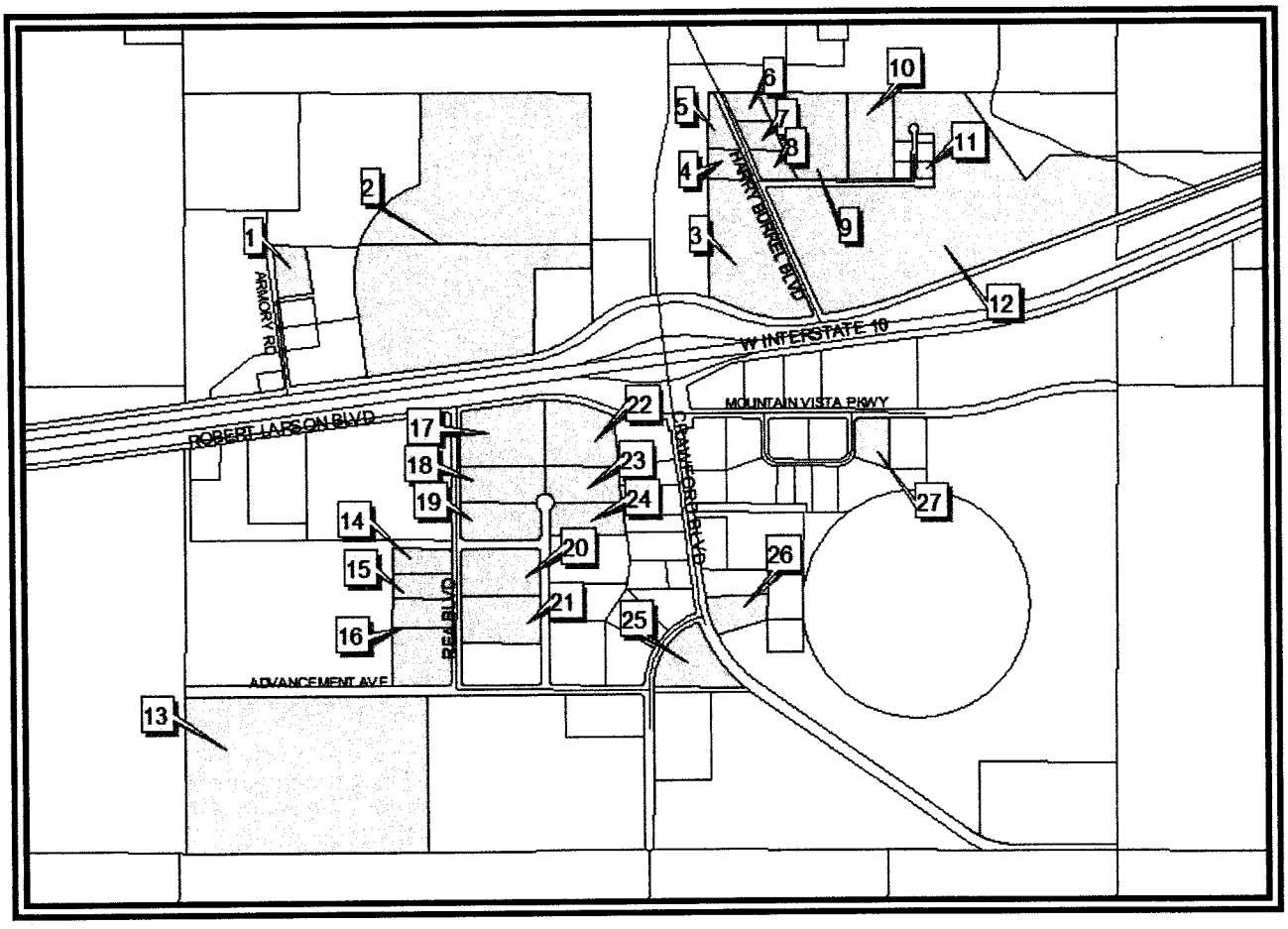
located, and exactly how much land will be needed. An additional option year is possible, and the city would receive $1,500 if the added option year is needed. After technical and feasibility tests have been conducted, SunEdison would enter into a 30 year lease for the property it wants to acquire, at an annual cost of $500 per acre. The lease could generate as much as $2.3 million during the entire term of the lease. The proposed sale could net the city as much as $1.2 million.

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 27 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.



PARCEL LOCATION MAP

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 are four times the most recent sales transactions from WMIP.

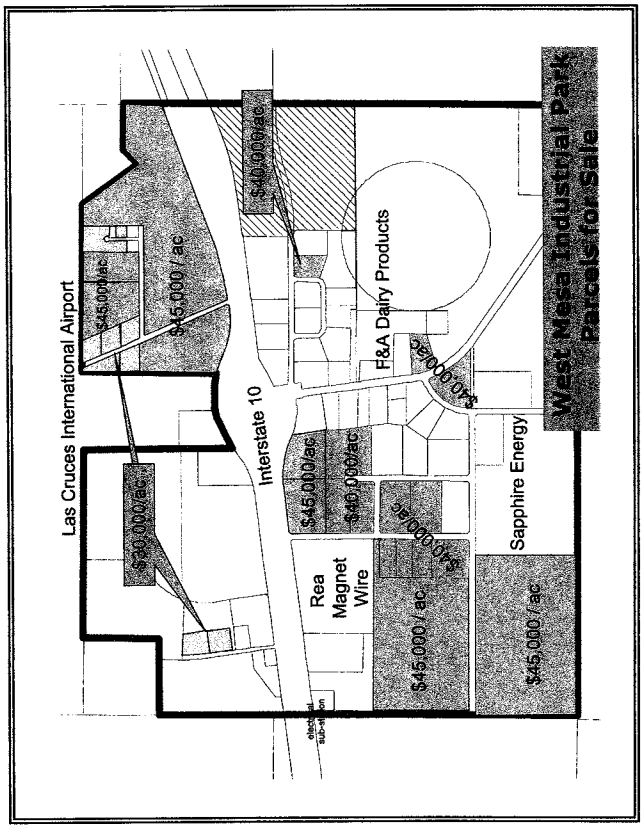
The following are land sales activity for light industrial use parcels in the City of Las Cruces since 2007.

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 Park increase to levels in the City, the prices at the Park 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 since 2008 as is evidenced by only six 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.

As a result of the lower prices development activity has increased at the Park since 2006 with 23 arms length land sales that account for 152 acres of land or $4,276,699 in gross sales. This equates to an average price per acre at $27,986. Lot sales activity in 2008 decreased 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 for commercial land sales activity. This slow down in 2008 has led the City to stop the annual price increases and they have held prices steady since January 2008.

I have analyzed the 27 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



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 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.

WEST MESA INDUSTRIAL PARK

Parcel #	Parcel ID#	Total Lot Size	Location	Sewer	Developed	Assessed Value/Acre
1	02-39841	5.050	Armory Road	YES	Yes	$30,000
2	02-27108	90.000	North Frontage Road	YES	No	$5,000
2	02-37908	66.290	North Frontage Road	YES	No	$15,000
3	02-22306	28.860	Harry Burrel Boulvard	NO	Yes	$2,000
4	02-35584	3.160	Harry Burrel Boulvard	NO	Yes	$20,000
5	02-35585	3.370	Harry Burrel Boulvard	NO	Yes	$20,000
6	02-35586	3.000	Harry Burrel Boulvard	NO	Yes	$20,000
7	02-35587	3.000	Harry Burrel Boulvard	NO	Yes	$20,000
8	02-35588	3.000	Harry Burrel Boulvard	NO	Yes	$20,000
9	02-36839	17.660	Rocket Drive	NO	Yes	$18,000
10	02-36840	11.500	Rocket Drive	NO	Yes	$18,000
11	02-36843	0.900	Microwave Drive	NO	Yes	$35,000
12	02-36841	112.260	Harry Burrel & N. Frontage	NO	No	$6,000
13	02-40907	112.200	Advancement Avenue	YES	No	$20,000
14	02-38980	4.260	Rea Boulevard	YES	Yes	$30,000
15	02-38981	4.280	Rea Boulevard	YES	Yes	$30,000
16	N/A	15.000	Rea Boulevard	YES	Yes	$25,000
17	02-40352	15.300	Robert Larson & Rea	YES	Yes	$45,500
18	02-40354	8.820	Rea Boulevard	YES	Yes	$39,000
19	02-40356	7.800	Rea Boulevard	YES	Yes	$39,000
20	02-38979	11.200	Rea Boulevard	YES	Yes	$20,000
21	02-38978	11.200	Rea Boulevard	YES	Yes	$20,000
22	02-40353	12.740	Robert Larson Boulevard	YES	Yes	$45,500
23	02-40355	7.800	Alliance Drive	YES	Yes	$36,000
24	02-40357	7.140	Alliance Drive	YES	Yes	$36,000
25	02-38974	10.260	Venture Boulevard	YES	Yes	$20,000
26	02-39087	5.490	Crawford Boulevard	YES	Yes	$30,000
27	02-35595	4.490	Mountain Vista & Trigg	YES	Yes	$20,000

TAXES

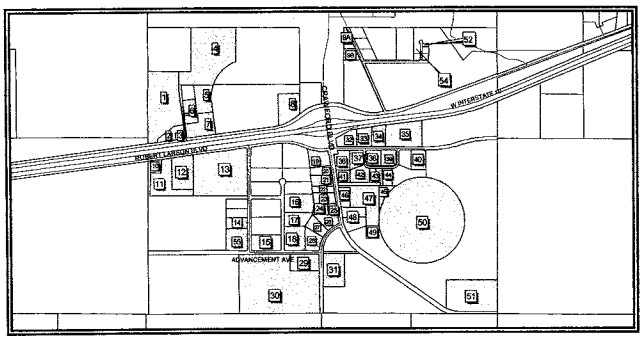
The current assessed value for the subject land range from $2,000 per acre to as high as $45,500 per acre and vary based on location and parcel size. The parcels are all owned by the City of Las Cruces; therefore, real estate taxes are not collected for the subject parcels.

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.

	Subject	Sale 1	Sale 2	Sale 3	Sale 4	Sale 5
Record ID		157	144	151	130	84
Address:	Large Land Parcels WMIP	Peachtree Hills west of Sonoma Ranch	Sonoma Ranch and Peachtree Hills	Picacho Hills	Stern Drive	Jackrabbit Exchange
City, State	Las Cruces, NM	Las Cruces, NM	Las Cruces, NM	Las Cruces, NM	Las Cruces, NM	Las Cruces, NM
Grantor		Phillips	Leon	Burke	Bess	Roberts
Grantee		Sierra Norte Land Holdings, LLC	United Land Group of NM	Picacho Mountain II, LP	DTJ Development	Trinity Properties
Sale Date		2/11/10	8/29/08	8/21/07	4/5/07	1/12/06
Sale Price		$1,169,400	$1,300,000	$2,715,453	$1,385,714	$862,500
Price/SF		$20,000	$23,302	$10,542	$27,024	$16,397
Land Size	112 to 156 Acres	58 Acres	58 Acres	257 Acres	50 Acres	52 Acres
Location		Superior	Superior	Inferior	Superior	Similar
Frontage/ Corner Features		Mid-Block Location	Corner Location	Mid-Block Location	Mid-Block Location	Mid-Block Location
Depth & Shape Features	Irregular	Rectangular	Rectangular	Irregular	Irregular	Irregular
Topography	Gently Sloping	Gently Sloping	Gently Sloping	Level	Gently Sloping	Gently Sloping
Zoning	Industrial	Residential	Mixed Use	Residential	Residential	Industrial – Mixed Use

Compiled by: W. Scott Eschenbrenner, MAI



SOLD PARCEL LOCATION MAP

Large Undeveloped Land Parcel Analysis:

The following sales were used to compare to the first three parcels that are referred to as Parcel 2, 12 and 13. These are the large parcels with Parcel 12 situated north of I-10 and without sewer service. The remaining parcels have 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.

WEST MESA INDUSTRIAL PARK - SOLD PARCELS

Parcel #	Total Lot Size	Property Owner	Parcel ID	Year Built	Improvement Size	Sales Price	Price/ Acre	ID #	Date Sold
1	43.000	Armory Board	22523	1990/1995	57,312	$0	$0		11/21/90
2	6.000	Michael Flynn	22299			$54,100	$9,017		8/11/89
3	1.370	Las Cruces Brewing	22572			$0	$0		8/11/89
4	50.000	Armory Board	27107			$0	$0		9/22/99
5	10.080	NM Dept. Transportation	39840			Exchange	$0		9/6/07
6	2.390	Samson	22300	1990	14,375	$27,402	$11,465		3/14/90
7	11.270	Clarence Crawford	37907			$281,500	$25,000	304	6/5/07
8	16.360	USA	22293			$0	$0		
9	3.160	Michael O'Donnell	35584			$79,000	$25,000	155	8/17/06
9A	16.160	Jason Montoya	22308						12/9/02
10	3.000	El Paso Electric Co.	27764			$0	$0		5/17/00
11	16.470	NM Public Lands	27921			$0	$0		11/3/00
12	15.000	State of New Mexico	25525			$0	$0		9/11/96
13	50.000	City of Las Cruces (Ray Magnet Wire)	25752	1998	181,192	$750,000	$15,000	37	9/16/97
14	5.000	Dennis Muncrief	34842			$125,000	$25,000	115	5/15/06
15	10.000	Farmers Investment	27779	2000	64,800	$200,000	$20,000	165	6/6/00
16	11.230	DMS Realty, LLC	40358			$407,645	$36,300	305	12/22/08
17	7.400	Larry Barker	40359			$254,100	$34,338	306	10/29/08
18	10.620	Larry Barker	38977			$292,050	$27,500	266	9/28/07
19	7.020	Musket Corp.	22298	1990	5,015	$140,000	$20,000		11/17/89
20	3.810	Mike Pogue	24117	1995	2,242	$58,200	$15,316		2/27/95
21	5.000	Ducross Invesments	23689	1994	3,050	$79,000	$15,800		12/16/93
22	3.000	Doak Rental LLC	24507			$47,400	$15,800		5/15/95
23	5.000	Doak Rental LLC	24508	1995/1999	13,500	$79,500	$15,900		4/5/95
24	3.300	Pro Build Real Estate	27778			$82,538	$25,000	38	2/18/05
25	2.000	Pro Build Real Estate	27777	2002	23,707	$40,000	$20,000		7/13/00
26	5.000	Pro Build Real Estate	25460			$75,000	$15,000	93	8/18/05
27	5.000	Pro Build Real Estate	27922			$75,000	$15,000	93	8/18/05
28	6.650	Contractors Leasing LLC	38976			$181,500	$27,293	307	9/25/07
29	10.000	Sapphire Energy Inc.	40906			$150,000	$15,000	308	10/29/08
30	50.000	Sapphire Energy Inc.	40905			$0	$0		12/22/10
31	15.000	TMG Manufacturing, LLC	30043			$375,000	$25,000	267	8/10/07
32	6.000	RDC, LLC	35601			$150,000	$25,000	104	7/12/06
33	5.780	Esmail Haidari - Skyblue Inv.	35602			$175,870	$30,427	225	6/27/07
34	5.920	Esmail Haidari - Skyblue Inv.	35590			$180,130	$30,427	225	6/27/07
35	18.000	City of Las Cruces (Parkview Metals)	22514	1998	107,676	$297,000	$16,500	36	7/1/97
36	6.000	Matthew Ikard	35591			$150,000	$25,000	223	6/22/07
37	4.788	West Texas Development	35592			$143,700	$30,013	224	6/26/07
38	4.740	Don & Jeff Billings	35593	2008	6,250	$142,200	$30,000	214	4/6/07
39	4.750	James Rat	35594			$141,000	$30,000		9/14/94
40	5.650	Paradox Partners, LLC	37633			$141,250	$25,000		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		9/14/94
45	6.370	F&A Dairy	23941			$127,400	$20,000	160	3/1/00
46	4.370	F&A Dairy	27781			$87,400	$20,000	160	3/1/00
47	18.610	City of Las Cruces (F&A Dairy)	32853	95/96/99/04	121,693	$175,900	$9,452		9/14/94
48	5.200	F&A Dairy	39086			$187,200	$36,000	265	9/24/07
49	3.490	F&A Dairy	27520			$18,320	$5,249		9/14/94
50	120.140	City of Las Cruces (F&A Dairy)	24501			$0	$0		9/14/94
51	33.790	City of Las Cruces	26293			$0	$0		9/14/94
52	0.900	World Radio Network	36842			$27,000	$30,000	333	9/14/09
53	3.730	Sampson Equipment	37906			$111,900	$30,000	353	12/6/10
54	1.000	Transworld Network	41367			$30,000	$30,000	367	1/31/11
55	15.000	US Army Reserve Training Center	34842/34315			$600,000	$40,000	354	Not Closed
	740.478				608,372				

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 Park.

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 Park with a map showing the parcel location, property owner, parcel ID, sales price if recent, parcel size and price per acre.

available and I have adjusted this sale upward by 10% to acknowledge the fact. The following chart is my estimate of value for these parcels.

Parcel #	Parcel ID#	Size/Acre	Indicated Value/Acre	Market Value (Rounded)
1	02-39841	5.050	$33,000	$167,000
3	02-22306	28.86	$27,000	$780,000
4	02-35584	3.160	$30,000	$ 95,000
5	02-35585	3.370	$30,000	$100,000
6	02-35586	3.000	$30,000	$ 90,000
7	02-35587	3.000	$30,000	$ 90,000
8	02-35588	3.000	$30,000	$ 90,000
9	02-36839	17.66	$27,000	$475,000
10	02-36840	11.50	$27,000	$310,000
11	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 14 through 27. 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 16 land sales south of the Interstate. Please see the following chart for those sales.

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

Sold 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	$34,338	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	267	8/10/07
32	6.000	RDC, LLC	02-35601	$150,000	$25,000	104	7/12/06
33	5.780	Esmail Haidari - Skyblue Inv.	02-35602	$175,870	$30,427	225	6/27/07
34	5.920	Esmail Haidari - Skyblue Inv.	02-35590	$180,130	$30,427	225	6/27/07
36	6.000	Matthew Ikard	02-35591	$150,000	$25,000	223	6/22/07
37	4.788	West Texas Development	02-35592	$143,700	$30,013	224	6/26/07
38	4.740	Don & Jeff Billings	02-35593	$142,200	$30,000	214	4/6/07
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	5.200	F&A Dairy	02-39086	$187,200	$36,000	265	9/24/07
55	15.000	US Army Reserve Training Center	02-34842 02-34315	$600,000	$40,000	354	Under Contract
	132.758			$3,733,949	$28,126		

Price Per Square Foot Conclusion

The five comparables provide a range of adjusted value indications from a low of $11,124 to $14,157 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 these five comparable sales and the slow market conditions, I have concluded a market value estimate towards the middle of the range for Parcel 12 or $12,750 per acre due to the lack of sewer service. Parcel 2 and 13, which have all utilities, I have considered a slightly higher value to acknowledge availability of sewer service.

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

Parcel #	Parcel ID#	Size/Acre	Indicated Value/Acre	Market Value (Rounded)
2	02-27108/37908	156.29	$13,500	$2,110,000
12	02-36841	112.26	$12,750	$1,430,000
13	02-40907	112.20	$13,500	$1,515,000

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 with the exception of Parcel 1. The parcels are referred to as Parcel 1 and Parcel 4 through 11. These parcels range in size from one acre to 28.7 acres and do not have the higher quality roads. There have only been five 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 $40,000 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. The fourth and fifth land sale occurred within the past two months with one tract containing one acre and the second tract containing 3.73 acres. Both of these parcels sold for $30,000 per acre and do not indicate an adjustment for size.

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	1.000	World Radio Network	02-36842	$30,000	$30,000	333	9/14/09
53	3.730	Sampson Equipment	02-37906	$111,900	$30,000	353	12/6/10
54	1.000	Transworld Network	02-41367	$30,000	$30,000	357	1/31/11

When analyzing the 10 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 five acres should be reflective of the three recent sales and no adjustment for their smaller size is warranted. The parcels with more than 10 acres should be adjusted downward by 10% for their larger size. It is apparent that the three most recent sales north of I-10 sold for $30,000 per acre and that there has been no appreciation since 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 $27,000 per acre. Parcel 1 is the only parcel that does have sewer service

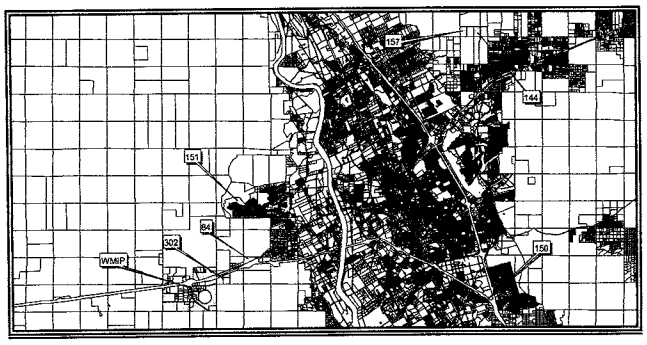
Another method of determining current market activity is to check current listings. I have researched the Multiple Listing Service for vacant land tracts over 30 acres in order to determine if listing prices have changed. Of the 29 current listings that were researched, I found nine active listings that indicated a decrease from their original listing prices. These nine listings indicated decreases of 5% to 54% 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.	157	144	151	130	84
Sale Price/ Acre	$20,000	$23,302	$10,542	$27,024	$16,397
Size - Acre	58.47	56.00	257.00	50.00	52.60
Sale Date	Feb-10	Aug-08	Aug-07	Apr-07	Jan-06
Rights Conveyed	Fee	Fee	Fee	Fee	Fee
Adj. Conditions of Sale					
Financing Terms Adjustment	Market	Market	Market	Market	Market
Buyer/ Seller Motivation Adjustment	Normal	Normal	Normal	Normal	Normal
Market Conditions (Time):	-6.00%	-6.00%	-6.00%	-6.00%	-6.00%
Tot. Time Adj.	-6.13%	-15.81%	-23.16%	-25.98%	-35.61%
Adj. Value	$18,844	$20,120	$8,560	$21,450	$12,091
Location:					
% Adj.	-25%	-25%	25%	-25%	0%
$ Adj.	($4,711)	($5,030)	$2,140	($5,363)	$0
Adj. Value	$14,133	$15,090	$10,700	$16,088	$12,091
Size:					
% Adj.	-8%	-8%	17%	-9%	-8%
$ Adj.	($1,508)	($1,610)	$1,455	($1,931)	($967)
Adj. Value	$12,626	$13,481	$12,155	$14,157	$11,124
Utilities:					
% Adj.	0%	0%	0%	0%	0%
$ Adj.	$0	$0	$0	$0	$0
Adj. Value	$12,626	$13,481	$12,155	$14,157	$11,124
Other Features:					
% Adj.	0%	0%	0%	0%	0%
$ Adj.	$0	$0	$0	$0	$0
Adj. Value	$12,626	$13,481	$12,155	$14,157	$11,124



Discussion of Improved Comparable Sales

The preceding comparables indicate an unadjusted price range of $10,542 to $27,024 per acre. 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.

Nationally, according to Grubb & Ellis, the average national asking rental rate for industrial properties continues to sag which is expected in the very early stages of a recovery. The average asking rental rate for all types of industrial space offered on the market at the end of the 2nd quarter of 2010 was $5.35 per square foot based on a triple net lease. This is a decline of 0.8% from the 1st quarter and 4.6% from a year ago. The report also states that the industrial market is likely to be one of the first property types to bottom out and embark on a recovery. The reason is that occupier demand for industrial space is less dependent in job creation and more over the drivers for industrial space – production activity, freight shipments and global trade have bottomed out and begun to grow. The Institute for Supply Management's purchasing managers manufacturing index rose in December to 57.0, its highest level since August 2004. (Index values above 50 indicate an expanding manufacturing sector, while values below 50 indicate contraction). The production index increased to 60.7, its highest level since April of 2004 while new orders, a leading indicator of production rose to 60.9. Inventories remained at 51.8, which is a sign that production activity will remain strong for the next few months as manufactures replenish their depleted inventories. According to Cushman & Wakefield's Marketbeat Report for 3rd quarter 2010, the vacancy rate stabilized in the 3rd quarter at 10.6% after peaking at 10.8% at the end of the 1st quarter of 2010. While the vacancy rate remained unchanged, it is forecasted to have hit its peak. With continued improvements in leasing activity, the market will experience downward movement in the overall vacancy rate through 2011. In addition, only 5.7 million square feet of new industrial market is expected to be completed by year-end 2010 which will keep supply limited as demand increases.

25	02-38974	10.26	$40,000	$410,000
26	02-39087	5.49	$40,000	$220,000
27	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.

ADDENDUM

Purpose, Intended Use And Scope Of The Appraisal

The purpose of the appraisal is to form an opinion of the Market Value of the owner's marketable interests in the subject property. The intended use of the appraisal is to assist the client in establishing an opinion of Market Value for the subject property for marketing purposes or such other purposes as noted in this report. In valuing this property, I have considered the actions of the market and have formed an opinion of value in consideration of current economic indicators and comparable properties.

The scope of the assignment was limited to the application of the Sales Comparison Approach to value. No in-depth market analysis or analysis of highest and best use was conducted. It is my determination that this appraisal is not so limited as to result in a misleading or confusing report. It is understood that the client is aware of the limitations and lower level of reliability inherent in a summary appraisal. The intended use of the appraisal is for the client only or third party users as designated by the client. A discussion of the appraisal methodology and processes applied appears in the Addendum. It should also be noted that the value conclusion herein is subject to the assumptions and limiting conditions and certification presented in the Addendum.

Marketing Period

The marketing period for property such as the subject is variable depending on many factors such as the style and extent of market exposure, the asking price, the availability of financing and the extent of competitive offerings. For the purpose of this appraisal, it is assumed that a reasonable time is allowed for exposure in the open market prior to the specified date of value. Although the market period is variable, I am of the opinion that, properly promoted, the subject property could be sold within 12 months of the date first offered for sale on the open market.

Property Rights Appraised

The property rights valued in this report are defined as "fee simple estate". *The Dictionary of Real Estate Appraisal*, Third Edition, published by the Appraisal Institute, defines fee simple estate as:

"Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat."[1]

Definition of Market Value

For the purpose of this appraisal, "market value" is defined by the Uniform Standards of Professional appraisal Practice (USPAP), as promulgated by the Appraisal Standards Board of the Appraisal Foundation and also defined in Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA) as follows:

[1] *The Dictionary of Real Estate Appraisal*, Third Edition, Appraisal Institute, 1993, p. 204.

CERTIFICATION OF THE APPRAISER

The undersigned of this appraisal report, by his signature on this report, certifies that to the best of his knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are the undersigned's personal, impartial and unbiased professional analyses, opinions, and conclusions.
3. The undersigned has no present or prospective interest in the property that is the subject of this report, and have no personal interest with respect to the parties involved.
4. The undersigned has no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
5. The undersigned's compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.
6. The undersigned's 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 the Standards of Professional Appraisal Practice of the Appraisal Institute.
7. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
8. The undersigned made a physical inspection of the subject property.
9. No one provided significant professional assistance to the person signing this report.
10. The undersigned has extensive experience in the appraisal of similar property types.
11. This appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.
12. The undersigned has previously appraised the subject property for the City of Las Cruces on January 28, 2010.

By:

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

The sales occurred between May of 2006 to December of 2008 with one sale currently under contract. The sales range in price from $15,000 to $40,000 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 $40,000 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 14 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 is only one transaction in the WMIP that is pending City of Las Cruces Counselors approval next month and it is being sold for $40,000 per acre and contains 15 acres to the United States Army. There were only two sales in 2008 and these two parcels were 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 $34,338 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. Parcel 17 and 22 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. The City has the two parcels listed for sale at $45,000 per acre, which is 10% higher than the established price for parcels in the remainder of the park. This is representative of market derived adjustments experienced in Las Cruces. Therefore, I am of the opinion that Parcel 17 and 22 would have a market value of $45,000 per acre.

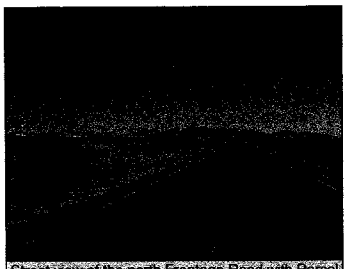
The remaining 12 parcels are all similar in size, access and exposure. These 12 parcels are all situated on major thoroughfares within the Park and have equal exposure, frontage and access. As mentioned previously, Parcel 17 and 22 have an indicated market value of $45,000 per acre but are considered superior due to its frontage on Interstate 10. The City has these 12 remaining parcels listed for sale at $40,000 per acre, which is a 10% deduction from the parcels on Robert Larson Boulevard. This deduction appears reasonable and I am of the opinion that the market value of the remaining parcels is $40,000 per acre.

The following chart is my estimate of value for these 14 parcels.

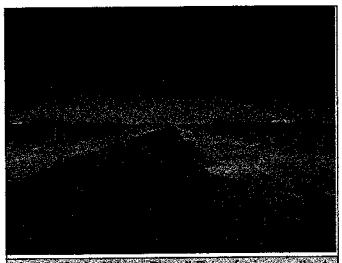
Parcel #	Parcel ID#	Size/Acre	Indicated Value/Acre	Market Value (Rounded)
14	02-38980	4.26	$40,000	$170,000
15	02-38981	4.28	$40,000	$170,000
16	02-34842	15.00	$40,000	$600,000
17	02-40352	15.3	$45,000	$690,000
18	02-40354	8.82	$40,000	$355,000
19	02-40356	7.80	$40,000	$310,000
20	02-38979	11.2	$40,000	$450,000
21	02-38978	11.2	$40,000	$450,000
22	02-40353	12.74	$45,000	$575,000
23	02-40355	7.80	$40,000	$310,000
24	02-40357	7.14	$40,000	$285,000

SUBJECT PHOTOGRAPHS

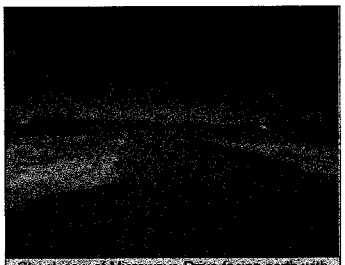
Street view of Armory Drive with Parcel 1 on the right.



Street view of the north Frontage Road with Parcel 2 on the left.



Street view of Harry Burrell Drive facing north at Rocket Drive with Parcels 3, 4 and 5 on left and Parcels 6, 7 and 8 on the right.



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

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 determine that the site is affected by any environmental hazards I reserve the right to modify my overall value conclusion.

GENERAL ASSUMPTIONS

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

1. The title to the property is good and marketable unless otherwise stated. The legal description of the subject property is assumed to be correct and no responsibility is assumed for legal matters nor is an opinion of title rendered.

2. The property appraised is free and clear of any and all liens or encumbrances, except as noted. It is assumed that the property is under competent management and responsible ownership.

3. Information furnished by outside sources is considered to be reliable; however, no responsibility is accepted for its validity or accuracy. I reserve the right to amend the value conclusion should the accuracy of the information change subsequent to delivery of this appraisal.

4. No survey of the property was made available. All engineering associated with the subject property is assumed to be correct. The sketches and illustrations presented in the report are only included to assist the reader in visualizing the subject property and no responsibility is assumed for the accuracy of the exhibits.

5. There are no hidden or unapparent conditions of the property, subsoil, or structure that would render it more or less valuable. No responsibility is accepted for such conditions or for arranging for engineering studies that may be required to discover them. It is assumed that the site and the structure is free and clear of all hazardous materials, or any other potential health risks unless otherwise stated and identified in the appraisal report. Hazardous materials are to include, but are not limited to, asbestos- containing materials, urea-formaldehyde insulation, PCP, and toxic waste. No potential environmental hazards were observed, unless otherwise stated in the appraisal, however I recommend the client obtain a professional evaluation of the site for any contaminates.

6. Full compliance with all applicable federal, state, and local environmental regulations and laws is assumed unless noncompliance is stated, defined, and considered in the appraisal report.

7. Unless nonconformity has been stated, defined, and considered in the appraisal report, it is assumed that all zoning and use regulations have been complied with.

8. All required licenses, certificates of occupancy, permits, consents, or other legislative or administrative authority from any local, state or national government or private entity or organization are assumed to be in place, obtainable and/or renewable for any use on which the value estimate was predicated.

9. Unless otherwise noted in the report it is assumed that there are no encroachments or trespasses, either by or against the subject of this appraisal.

Market Value - *The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:*

(1) Buyer and seller are typically motivated;
(2) Both parties are well informed or well advised, and acting in what they consider their own best interest;
(3) A reasonable time is allowed for exposure in the open market;
(4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and,
(5) The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Description of the Extent of the Process of Collecting, Confirming, and Reporting of Data

The scope of an appraisal report is a description of the process and extent of collecting, confirming, and reporting of data in relation to the appraisal problem. I collected data from a number of sources, including public officials, brokers, property owners and managers, as well as secondary sources such as data services.

Data was confirmed to the extent possible given the time constraints of the assignment. For comparable sales, attempts were made to contact a principal involved in the transaction, which was not always successful. In the case where a principal was not contacted, another person familiar with the transaction (broker, lawyer, property manager, etc.) was contacted. Finally, public information (deeds, tax assessor's records, etc.) was reviewed to further confirm sales. As this is a summary appraisal report, the actual data and analyses used in valuing the property are on file in my office.

This complete appraisal was conducted and prepared in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP) as formulated by the Appraisal Foundation, and conforms to the Code of Professional Ethics of the Appraisal Institute.

REAL ESTATE APPRAISERS BOARD

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

This is to certify that

William S. Eschenbrenner#1180-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: 05/11/1995 Date Expires: 04/30/2012

THIS LICENSE MUST BE CONSPICUOUSLY POSTED IN PLACE OF BUSINESS

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:

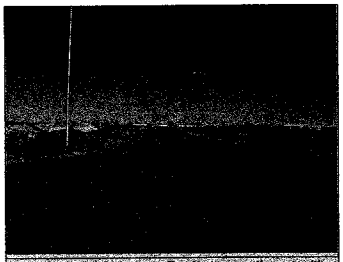
May 1995 to Present; Owner, Mesilla Valley Appraisal Services in Las Cruces, New Mexico
January 1994 to May 1995: Appraiser, William Scott Burns & Wilkinson, Inc., in El Paso, TX.
October 1986 to December 1993: Appraiser, William Scott Burns & Company in El Paso, TX.
May 1985 to August 1985: Construction, JR Thurman Construction. El Paso, TX.
May 1981 to December 1984: Assist. Golf Professional, El Paso Country Club, El Paso, TX.

REPRESENTATIVE CLIENTS:

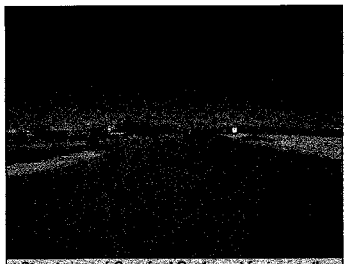
Community First National Bank, First Federal Savings, First National Bank in Alamogordo, Citizens Bank of Las Cruces, First National Bank in Las Cruces, Western Farm Bureau Mutual Insurance Company, First Interstate Bank of Denver, Alamogordo Federal Savings and Loan, Bank of the Rio Grande, Mesilla 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)

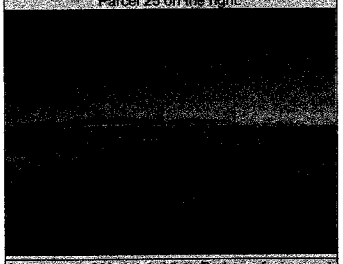
- Single and Multifamily Complexes
- Professional Office Complexes
- Industrial Parks, Warehouses, Mini-Warehouse Facilities
- Vacant Land, Subdivision Analysis and Mobile Home Parks
- Farm & Ranch
- Shopping Centers
- Special Purpose: Post Office, Hotel, Automobile Dealership, Banking Facility, Restaurant, Convenience Stations, Medical Clinic, Church, and Easements.



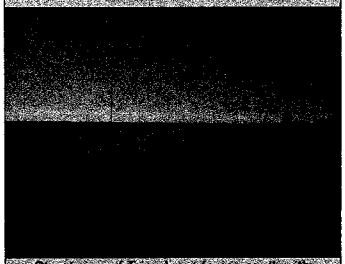
Street view of Venture Dr. facing northeast with Parcel 25 on the right.



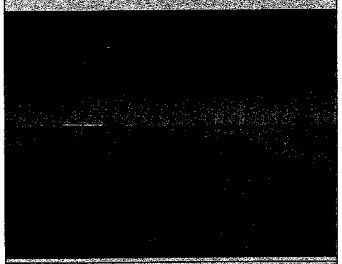
Street view of Crawford Boulevard facing north.



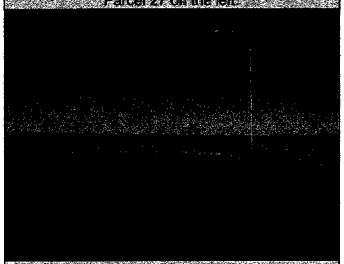
Street view of Mountain Vista Parkway facing east.



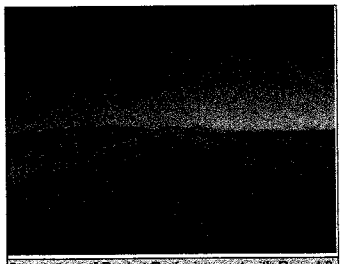
Street view of Trigg Loop facing south with Parcel 27 on the left.



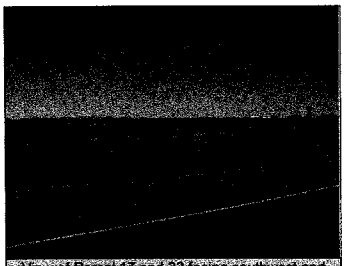
Street view of Mountain Vista Parkway facing west.



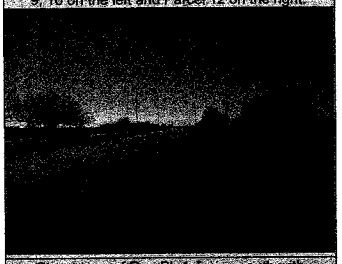
Street view of Advancement Ave. facing west with Parcel 13 on the left and Parcel16 on the right.



Street view of Rocket Dr. facing east with Parcel 8, 9, 10 on the left and Parcel 12 on the right.

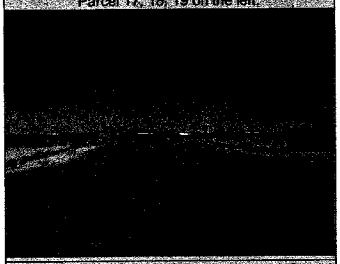


View of Parcel 17 and 22 facing southwest and taken from Robert Larson Drive.

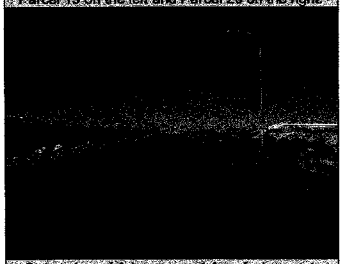


Street view of Rea Blvd. facing south with Parcel 17, 18, 19 on the left.

Street view of Industrial Park Ave. facing east with Parcel 19 on the left and Parcel 20 on the right.



Street view of Alliance Dr. facing north with Parcel 18 and 19 on the left and 23 and 24 on the right.



Street view of Advancement Ave. facing west.

LAND SALE NO. 4

Property Identification

Record ID	130
Property Name	Heather Hills Development
Address	Stern 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
User 2	Section 4, T24S, R2E
User 3	Parcel B - Lot 6, 8, 9, Block 1, EBL&T Subd.

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-acres. Parcel A will be accessed from Dove Crossing Subdivision to the north. Parcel B contains 10.08-acres of land with frontage on Stern 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. 3

Property Identification

Record ID	151
Property Name	Picacho Land Development
Address	Las Cruces, Doña 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. 2

Property Identification

Record ID	144
Address	Las Cruces, Doña 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. 1

Property Identification

Record ID	157
Property Name	Sierra Norte Development
Address	Peachtree Hills Road to the west of Sonoma Ranch Blvd., Las Cruces, Doña Ana County, New Mexico
Tax ID	02-36414
Legal Description	Lot 4, Issacks Subdivision

Sale Data

Grantor	James E. and Josephine A. Phillips
Grantee	Sierra Norte Land Holdings, LLC
Sale Date	February 11, 2010
Deed Book/Page	1003673
Recorded Plat	20/184-185
Property Rights	Fee Simple
Conditions of Sale	$1,001,400 note at 6.5% interest for 48 months
Financing	Owner financed with $168,000 cash down payment
Verification	Confidential; Other sources: Closing Statement; Confirmed by Scott Eschenbrenner
Sale Price	$1,169,400

Land Data

Zoning	R-1a Single Family Residential
Topography	Undeveloped land, gently sloping to level
Utilities	All City Services are in the process of being extended to site
Shape	Rectangular

Land Size Information

Gross Land Size	58.470 Acres or 2,546,953 SF

Indicators

Sale Price/Gross Acre	$20,000
Sale Price/Gross SF	$0.46

Remarks

The purchaser owns property to the north, east and south of this parcel and will eventually be part of the Sierra Norte Development, which is an 1,800 acre multi-use development. There may have been some motivation on the part of the buyers but we were unable to determine the extent of this motivation. According to the purchaser, the property was master planned, with an agreement that the property would be annexed into the City and initial zoning in place.

The sellers will finance this sale in the amount of $1,001,400 at 6.50% interest with the first payment due on 3/11/10 in the amount of $7,466.17 per month. The loan will be amortized over 240 months with a 28 month balloon payment due on the balance.

This parcel will have primary access along the southern property boundary on Peachtree Hills Road and secondary paved road access along the eastern property boundary that will lead to the Sierra Norte Golf Course clubhouse. Infrastructure is being extended to the subject by the purchasers for the Sierra Norte development.

LAND SALE NO. 8

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. 7

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
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	3.160 Acres or 137,650 SF
Indicators	
Sale Price/Gross Acre	$25,000
Sale Price/Gross SF	$0.57

LAND SALE NO. 6

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
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	11.270 Acres or 490,921 SF
Indicators	
Sale Price/Gross Acre	$24,978
Sale Price/Gross SF	$0.57

LAND SALE NO. 5

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 re-build 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. 12

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 the serves the regional construction industry.

LAND SALE NO. 11

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. 10

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. 9

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. 16

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. 15

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. 14

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. 13

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. 20

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	02-35596 & 02-35597
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	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	$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. 19

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. 18

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. 17

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. 24

Property Identification

Record ID	353
Property Name	Sampson Equipment
Address	260 Armory Road, Las Cruces, Doña Ana County, New Mexico
Location	West Mesa Industrial Park
Tax ID	02-37906
Legal Description	Lot B 1-2 of West Mesa Industrial Park Northwest One, Replat No. 2

Sale Data

Grantor	City of Las Cruces
Grantee	David Schroeder and Linda Schroeder
Sale Date	December 6, 2010
Deed Book/Page	10033729
Recorded Plat	23/91-92
Property Rights	Fee Simple
Conditions of Sale	Arms Length
Financing	Cash to seller
Verification	Christine Oaks - City of Las Cruces, January 11, 2011; Confirmed by Scott Eschenbrenner
Sale Price	$111,900 Based on $30,000/acre

Land Data

Zoning	West Mesa Industrial Park Overlay
Topography	Level
Utilities	Water, Electric, Gas and soon to be extended sewer
Shape	Rectangle

Land Size Information

Gross Land Size	3.730 Acres or 162,479 SF
Front Footage	280 ft Armory Drive

Indicators

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

Remarks

Purchased by the adjacent property owner for future expansion. The City of Las Cruces is nearing completion of a sewer lift station in this area that will eventually provide sewer service to Armory Road. At the time of the sale, this was a known factor but the project had not been competed.

LAND SALE NO. 23

Property Identification

Record ID	333
Property Type	Industrial
Address	501 Microwave Drive, Las Cruces, Doña 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	22/58-59
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.

LAND SALE NO. 22

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. 21

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	02-35598
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

01/14/2011 FRI 11:03 FAX 575 541 2515 CLC-Purchasing 001/001

City of Las Cruces
PEOPLE HELPING PEOPLE

ORIGINAL

Purchase Order

Fiscal Year 2011 Page 1 of -1

Fiscal Code C
Revisions 000
Fiscal Period 07
Expiration Date 06/30/2011

Purchase Order # 11202081

FEDERAL TAX I.D. 85-6000147
NM CRS # 01-406383-00-2

P. O. BOX 20000
ATTN: DISBURSEMENTS
LAS CRUCES, NM 88004
575-541-2123
575-541-2127

ESCHENBRENNER, W SCOTT
545 S MELENDRES ST, STE D
LAS CRUCES, NM 88005
575-523-2812

221 N WATER ST
ATTN: ECONOMIC DEVELOPMENT
LAS CRUCES, NM 88001
Phone: 575-541-2288
FAX: 575-541-2320

01/14/2011	01/11/2011				11102508
2059	575-526-1872	brenner@zianet.com		DIANNE WAX	

	PO Requisitioner Name: Dianne Wax				
1	APPRAISAL OF LOTS IN THE WEST MESA INDUSTRIAL PARK ($4500 + GRT) GRT IS NOT INCLUDED IN PRICE	1	Ea	$4,500.00	$4,500.00
	45226020 - 722220 *4,500.00*				

IMPORTANT: Vendor agrees to accept City terms and conditions.

Contract Analyst

Phone (505) 541-2696
FAX (505) 541-2516
E-mail marthem@las-cruces.org

VENDOR COPY

4,500.00

PENDING LAND SALE NO. 26

Property Identification

Record ID	354
Property Name	US Army Reserve Training Center
Address	370 and 380 Rea Boulevard, Las Cruces, Doña Ana County, New Mexico
Location	West Mesa Industrial Park
Tax ID	02-34842 & 02-34315
Legal Description	Tract 1, West Mesa Industrial Park No. 21 and 23

Sale Data

Grantor	City of Las Cruces
Grantee	United States Government
Sale Date	April 1, 2011
Recorded Plat	Pending Replat
Property Rights	Fee Simple
Conditions of Sale	Arms Length
Financing	Cash to seller
Verification	Christine Oaks - City of Las Cruces, January 11, 2011; Confirmed by Scott Eschenbrenner
Contract Price	$600,000

Land Data

Zoning	West Mesa Industrial Park Overlay
Topography	Level
Utilities	All City Services
Shape	Rectangular

Land Size Information

Gross Land Size	15.000 Acres or 653,400 SF
Front Footage	940 ft Rea Boulevard; 610 ft Advancement Avenue

Indicators

Sale Price/Gross Acre	$40,000
Sale Price/Gross SF	$0.92

Remarks

The subject consists of two tracts of land in the West Mesa Industrial Park located south of the Las Cruces International Airport and bisected by Interstate 10 approximately eight miles west of downtown Las Cruces. There is no evidence to support the fact that there are any hazardous, toxic and radiological wastes associated with the subject property. A physical inspection of the site did not reveal any illegal dumping or previous uses that would contribute to contamination. The property is and has remained as undeveloped desert land that is still in its natural condition. There are no improvements immediately adjacent to the subject property that lead me to believe that environmental contamination could have migrated to the subject parcels. The subject parcels are both surrounded by utility easements that are either 25' in deep from a paved thoroughfare or 15' in depth from an abutting property line. The parcels do not exhibit any subsurface minerals rights or water rights that would create any additional commercial value or demand.

The property is under consideration by the United States Army for a future US Army Reserve Training Center. The property has been listed for sale by the City of Las Cruces for $40,000 per acre.

LAND SALE NO. 25

Property Identification

Record ID	357
Property Type	Industrial
Address	Microwave Drive, Las Cruces, Doña Ana County, New Mexico 88005
Location	West Mesa Industrial Park
Tax ID	02-41367
Legal Description	Lot D-1, West Mesa Industrial Park Northeast, Block D, Replat No. 1

Sale Data

Grantor	City of Las Cruces
Grantee	Transworld Network Corporation
Sale Date	September 1, 2010 Closed on 1/31/11
Deed Book/Page	1103120
Recorded Plat	24317
Property Rights	Fee Simple
Conditions of Sale	Arms length
Financing	Cash to seller
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.

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 in 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 a 15 Acre Tract of Vacant Land Legally Described as TRACT 1 WEST MESA INDUSTRIAL PARK #21 and TRACT 1 WEST MESA INDUSTRIAL PARK #23 located at the Northwest Corner of Advancement Avenue and Rea Boulevard, 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: January 24, 2011

DATE OF REPORT: January 27, 2011

MARKET VALUE ESTIMATE: $40,000 per acre

RECENT OWNERSHIP HISTORY:
To my knowledge the subject property is pending Las Cruces City Council consideration for private party sale and has not been sold within the past three years. Property is current under contract for a reported $40,000 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.

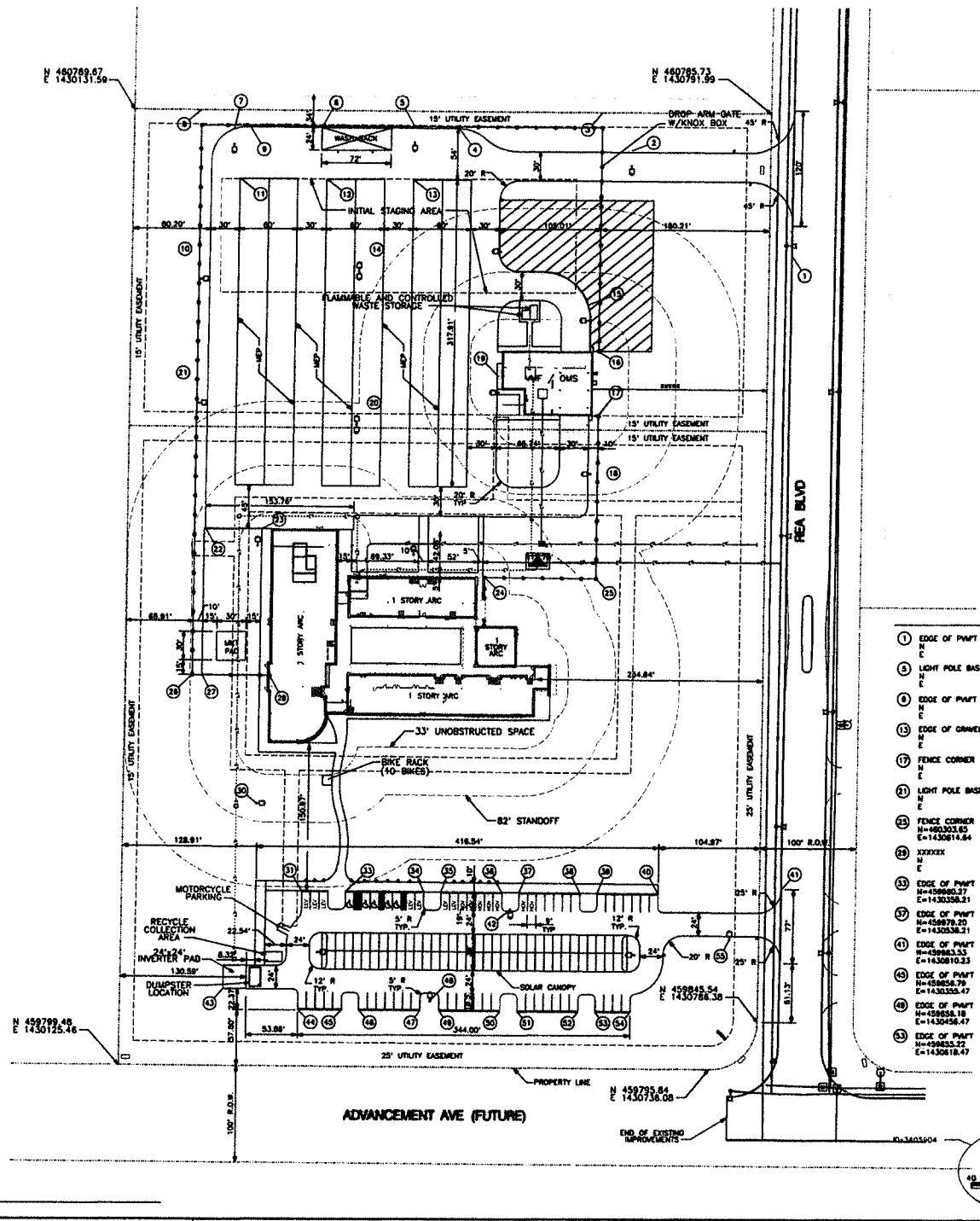
* No one provided significant professional assistance to the person signing this report.

* 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

ATTACHMENT "B"



NOTES BY SYMBOL

1 EDGE OF PVM'T N E	2 LIGHT POLE BASE N E	3 FENCE CORNER N E	4 EDGE OF PVM'T N E
5 LIGHT POLE BASE N E	6 WASH RACK COR. N E	7 LIGHT POLE BASE N E	8 FENCE CORNER N E
9 EDGE OF PVM'T N E	10 LIGHT POLE BASE N E	11 EDGE OF GRAVEL N E	12 EDGE OF GRAVEL N E
13 EDGE OF GRAVEL N E	14 LIGHT POLE BASE N E	15 LIGHT POLE BASE N E	16 FENCE CORNER N E
17 FENCE CORNER N E	18 LIGHT POLE BASE N E	19 LIGHT POLE BASE N E	20 LIGHT POLE BASE N E
21 LIGHT POLE BASE N E	22 EDGE OF PVM'T N E	23 LIGHT POLE BASE N E	24 FENCE CORNER N=460304.84 E=1430499.28
25 FENCE CORNER N=460303.65 E=1430614.64	26 FENCE CORNER N=460203.12 E=1430197.00	27 EDGE OF GRAVEL N=460203.06 E=1430207.00	28 FENCE CORNER N=460202.64 E=1430277.00
29 XXXXXX N E	30 LIGHT POLE BASE N=460070.22 E=1430265.13	31 EDGE OF PVM'T N=459980.54 E=1430313.21	32 XXXXXX N E
33 EDGE OF PVM'T N=459980.27 E=1430358.21	34 EDGE OF PVM'T N=459979.79 E=1430438.21	35 EDGE OF PVM'T N=459979.68 E=1430457.21	36 EDGE OF PVM'T N=459979.31 E=1430520.21
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45 EDGE OF PVM'T N=459856.79 E=1430355.47	46 EDGE OF PVM'T N=459856.68 E=1430373.47	47 EDGE OF PVM'T N=459856.30 E=1430436.47	48 LIGHT POLE BASE N=459866.50 E=1430446.96
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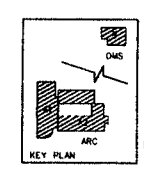
53 EDGE OF PVM'T N=459855.22 E=1430618.47	54 EDGE OF PVM'T N=459855.00 E=1430654.47	55 XXXXX N E	56 XXXXX N E

A1 SITE PLAN
SCALE 1"=40'



US Army Corps of Engineers LOUISVILLE DISTRICT

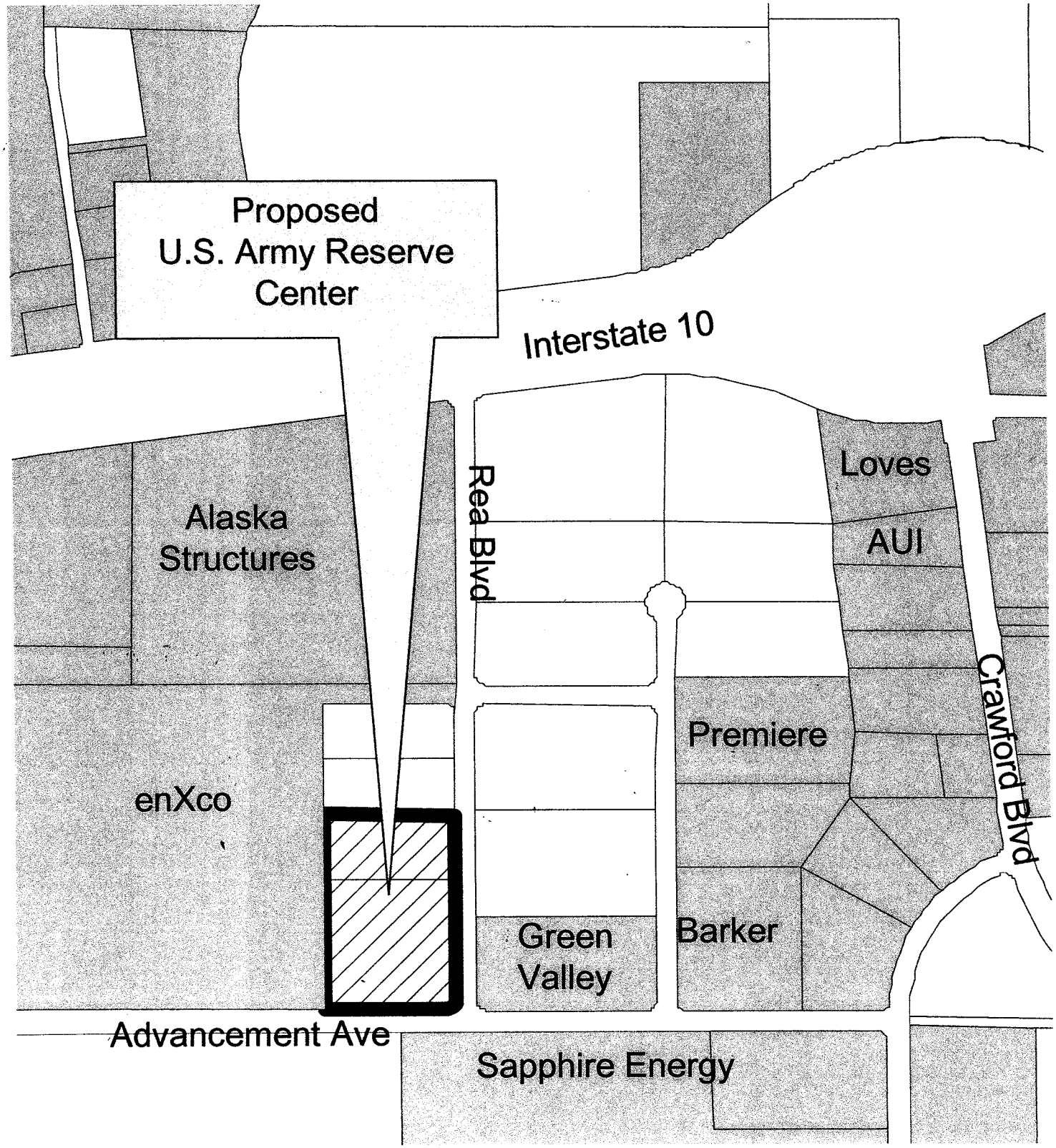
U.S. ARMY CORPS OF ENGINEERS LOUISVILLE DISTRICT LOUISVILLE, KENTUCKY

JACOBS

U.S. ARMY RESERVE CENTER LAS CRUCES, NEW MEXICO

SHEET REFERENCE NUMBER: CS1100

100% FINAL DESIGN SUBMITTAL – 11-04-10

ATTACHMENT "C"

Vicinity Map