

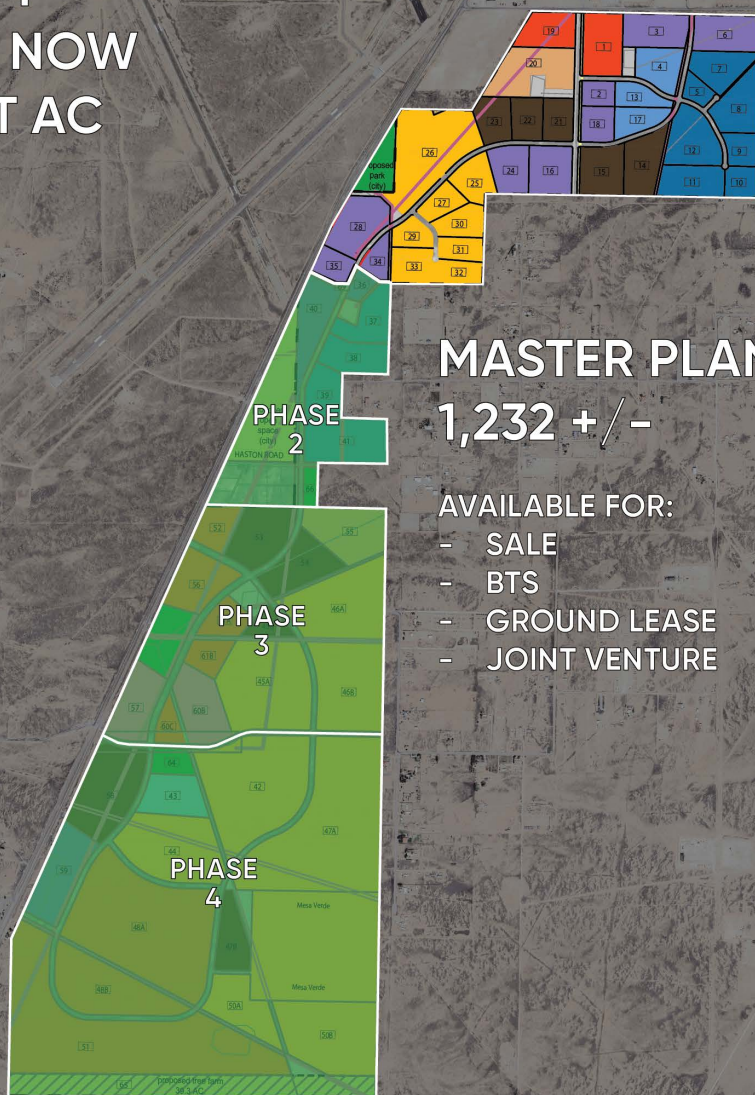
CARLSTON RANCH MASTER PLANNED COMMUNITY

CARLSBAD, NM 88220



PHASE 1
AVAILABLE NOW
297.22 NET AC

UTILITY INFRASTRUCTURE
HAS COMMENCED PHASE 1



MASTER PLANNED COMMUNITY
1,232 +/-

AVAILABLE FOR:

- SALE
- BTS
- GROUND LEASE
- JOINT VENTURE

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PROPERTY OVERVIEW



Carlston Ranch is an entitled, zoned and platted 1,232.3 acre +/- Master Planned community in the historic and bustling City of Carlsbad, New Mexico, and owned by Montclair Development Corporation (Montclair). Montclair is also the Declarant under each of the five Community Associations which govern the various tracts. Carlston Ranch was annexed into the City in 2018 and anchors the new southern portion of the City of Carlsbad. Carlston Ranch is serviced by National Parks Highway to the west and Derrick Road to the north. The community is east of the municipal Cavern City Air Terminal (supported by daily scheduled air service) and private corporate jets. Carlston Ranch contains a mix of residential, apartments, single family for rent, commercial, business park, entertainment, office, RV resort and industrial uses.

Initial Phase I development has commenced, with the construction and completion of the COTERRA Training Center and related infrastructure at the intersection of National Parks Highway and Aviation Way. When completed, Carlston Ranch will be a complete full-service community providing opportunities to live, work and play. The development has been planned to provide a mix of different size and types of residential, including single-family detached homes, townhouses, apartments, single-family for rent, modular and RV resort(s). Carlston Ranch will provide the convenience and comforts of small-town life with the modern amenities of a master-planned community and the operational vision and protection provided by its five Community Associations.

DEMOGRAPHIC SNAPSHOT 2024



88,429
POPULATION
BASED ON
USGS NM OSE



\$83,336
AVG HH INCOME
3-MILE RADIUS



\$75,732
MEDIAN HH INCOME
3-MILE RADIUS



TRAFFIC COUNTS
HWY 180: 4,359 VPD
HWY 62: 15,314 VPD
(NMDOT)

The information contained herein was obtained from sources deemed reliable; however, REPCre makes no guaranties, warranties or representations to the completeness or accuracy thereof. The presentation of this real estate information is subject to errors; omissions; change of price; prior sale or lease; or withdrawal without notice. REPCre, which provides real estate brokerage services, is a affiliate of RESOLUT RE.

Why Carlsbad?

- Fastest Growing Area in New Mexico - 15.8%
- Untapped Market for sit-down dining
- Carlsbad sits in the middle of supply routes in the region
- Carlsbad Market matches Site Criteria
- Business Friendly Community

Unique Opportunities

- Carlsbad is a Destination Point
- Over 2,000 Hotel Rooms
- Six New Hotels Built in Last Four Years
- Six New Restaurants Opened in Last Five Years



Market Momentum

Carlsbad, New Mexico, has been the fastest growing city in New Mexico for over five years. The consumer demand is at an all-time high for shopping, dining out, and entertainment. We invite you to be a part of the fastest and most exciting emerging market in southeast New Mexico and tap into a consumer base that is hungry for opportunities.

Carlsbad Destinations

- Carlsbad Caverns National Park
- Guadalupe Mountains National Park
- Living Desert Zoo and Gardens State Park
- Sitting Bull Falls
- Brantley Lake
- McKittrick Canyon
- Guadalupe Ridge Trail
- Lake Carlsbad and Surrounding Beach Area

Water Usage Population Estimates

Using the Census Numbers Along With the New Mexico Environment Department's Drinking Water Bureau and New Mexico State Engineer Records, Here's the Estimated Population in Carlsbad's Market Area Based on Water

88,429

Estimated Population based on USGS NM OSE figures using 98 Gallons per Capita per Day
20,000 workers stay in hotels, RV parks, rented homes, New Mexico census

Cost of Living in Carlsbad, NM

Housing (Buy and Rent)
Utilities (Monthly)
Food
Healthcare
Goods & Services

Compared to State Average

8% lower
4% lower
1% lower
5% lower
9% lower

Compared to National Average

16% lower
14% lower
5% lower
8% lower
11% lower

<https://www.rentcafe.com/cost-of-living-calculator/us/nm/carlsbad/>

CARLSBAD BY THE NUMBERS

#1

**Fastest Growing City
in New Mexico at 15.8%**

#1

**Top Gas Producing
area in the Region**

#1

**Highest State Business
Growth Rate (5.9%)**

#1

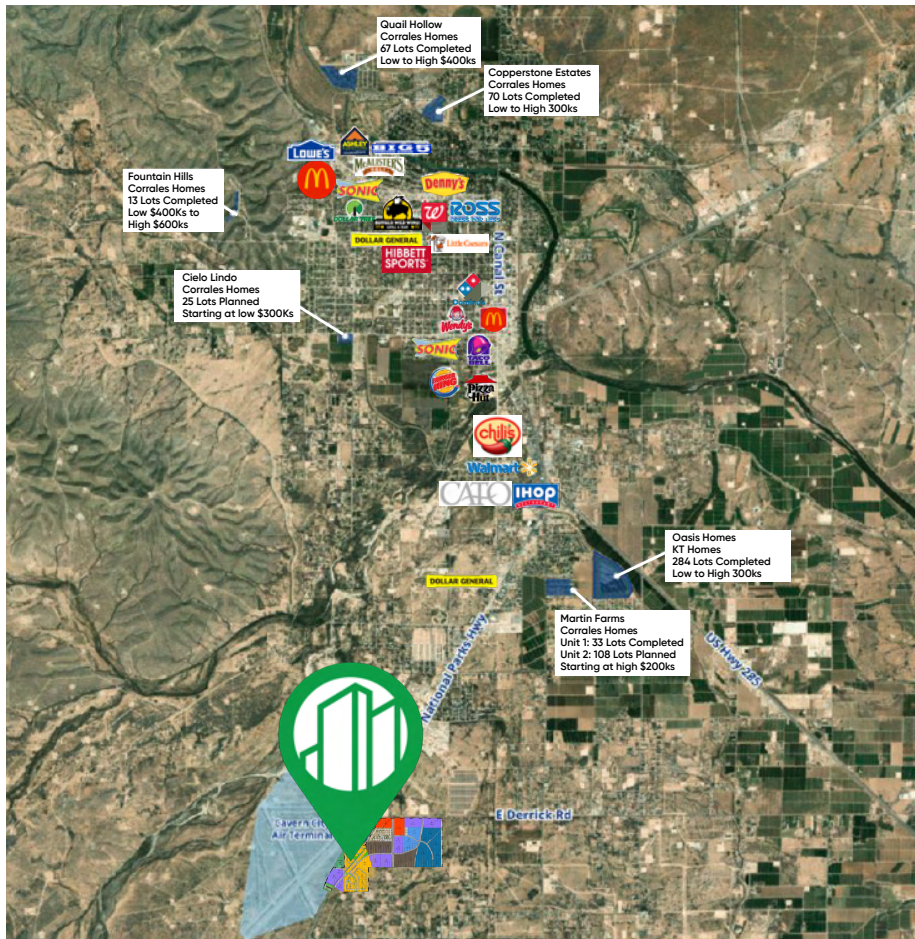
**Over 500,000 visitors
annually to Carlsbad**

UNEMPLOYMENT IN EDDY COUNTY 4.1%
UNEMPLOYMENT IN NEW MEXICO 5.8%

“Nearly 20,000 Employed By Oil & Gas Industry”

Potash Mining

Potash was discovered in southeastern New Mexico in 1925 as drilling occurred for oil and gas. The Secretary of the Interior's Potash Area, near Carlsbad, accounts for more than 75 percent of U.S. potash production, and has supported steady, local employment for nearly 85 years.



Distance to:

El Paso	175 Miles
Midland	150 Miles
Lubbock	180 Miles
Albuquerque	282 Miles
Las Cruces	207 Miles
Roswell	76 Miles
Hobbs	69 Miles
Artesia	36 Miles

TOP EMPLOYERES



Waste Isolation
Pilot Plant
981 employees



Mosaic Company
600 employees



Carlsbad
Medical Center
400 employees



Intrepid Potash
262 employees



Constructors Inc
249 employees



NMSU
200 employees



City of Carlsbad
460 employees



Eddy County
352 employees

CARLSBAD INDUSTRY, TOURISM, EDUCATION, HEALTH FACILITIES AND RECREATION

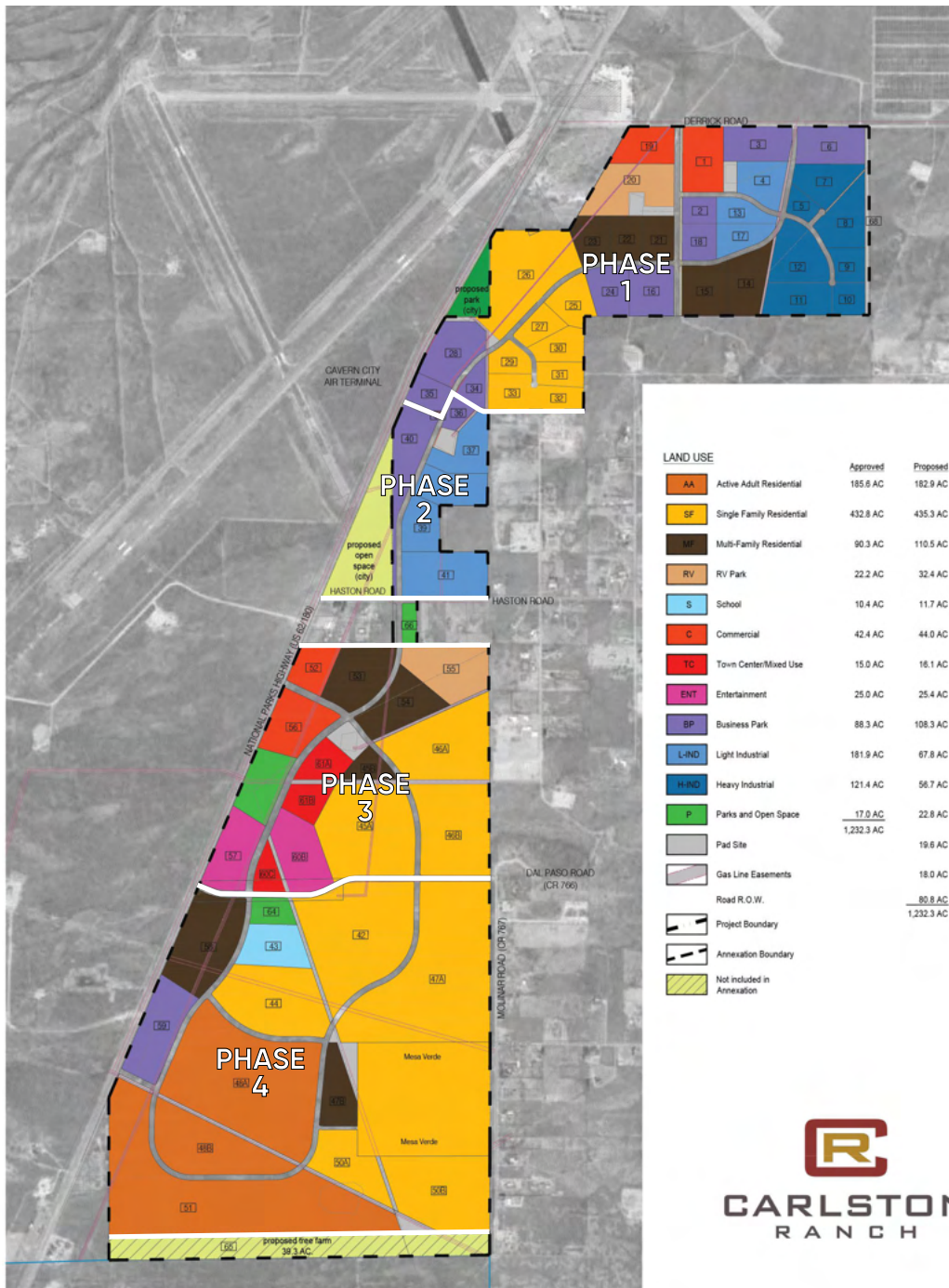


Carlsbad is the second largest city in eastern New Mexico and sits in the heart of the Delaware Basin, which has the largest oil and gas reserves in the United States (46.3 billion barrels of oil, 281 trillion cubic feet of natural gas and 20 billion barrels of natural gas liquids--December 2018 U.S. Geological Survey). Significant local employers include the oil and gas industry, agriculture, WIPP (Waste Isolation Pilot Plant) Carlsbad Medical Center, and Mosaic and Intrepid Potash (the largest potash mine in the U.S.). The oil and gas industries and related service industries employ 20,000 people, WIPP employs 1,200 people, Carlsbad Medical Center employs 446 people, and Mosaic Potash and Intrepid Potash employ 600 people.

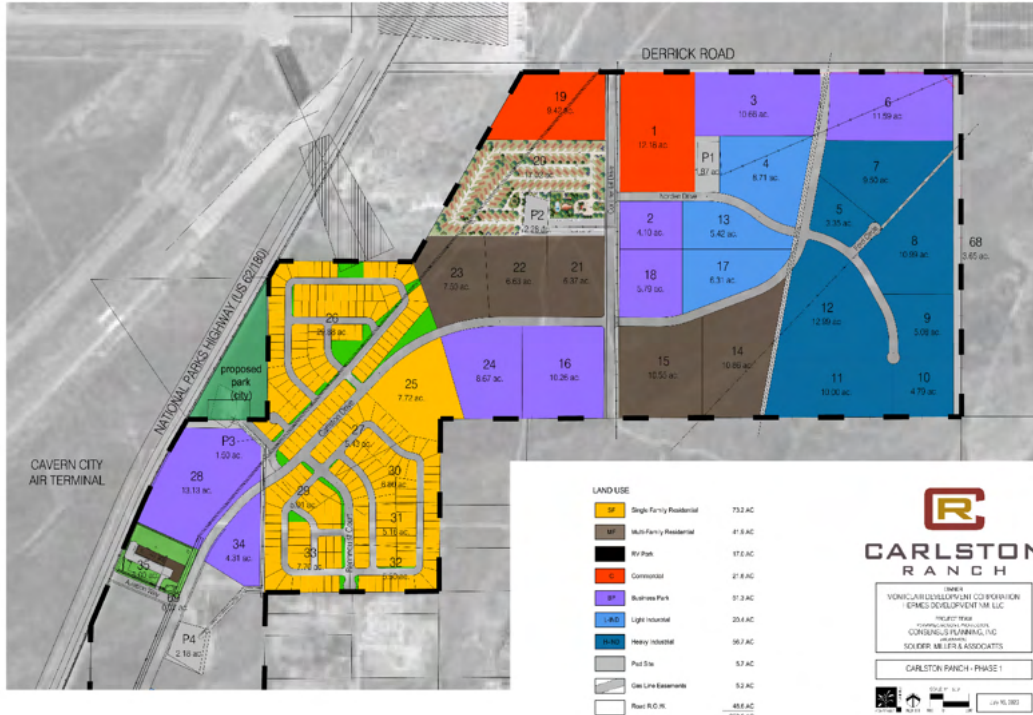
The updated 2022 water use and new employment data by the Carlsbad Department of Development indicated the population for the Greater Carlsbad area exceeded 85,000. Carlsbad has two preschools, six elementary schools, two middle schools and two high schools. It also has five private schools. Additionally, it is the home of Southeast New Mexico College, which was established in 1950 and today has 2,000 students and 104 faculty. SENMC offers over 50 degree and certificate programs, including computer science and nursing degrees.

Carlsbad has a significant housing shortage of every type including single-family homes, apartments and planned modular home communities. Additional needs include business parks, office, industrial, entertainment, and retail. It has a vibrant recreational area along the banks of the Pecos River and two golf courses. Tourism is driven by three national parks: Lincoln National Forest, Guadalupe Mountains National Park and the world-famous Carlsbad Caverns, which draws 500,000 visitors per year. Additional attractions include the Living Desert Zoo & Gardens State Park, Carlsbad Museum and Art Center, and Lake Carlsbad Recreation Area.

THE OVERALL PROJECT



PHASE ONE AVAILABLE NOW



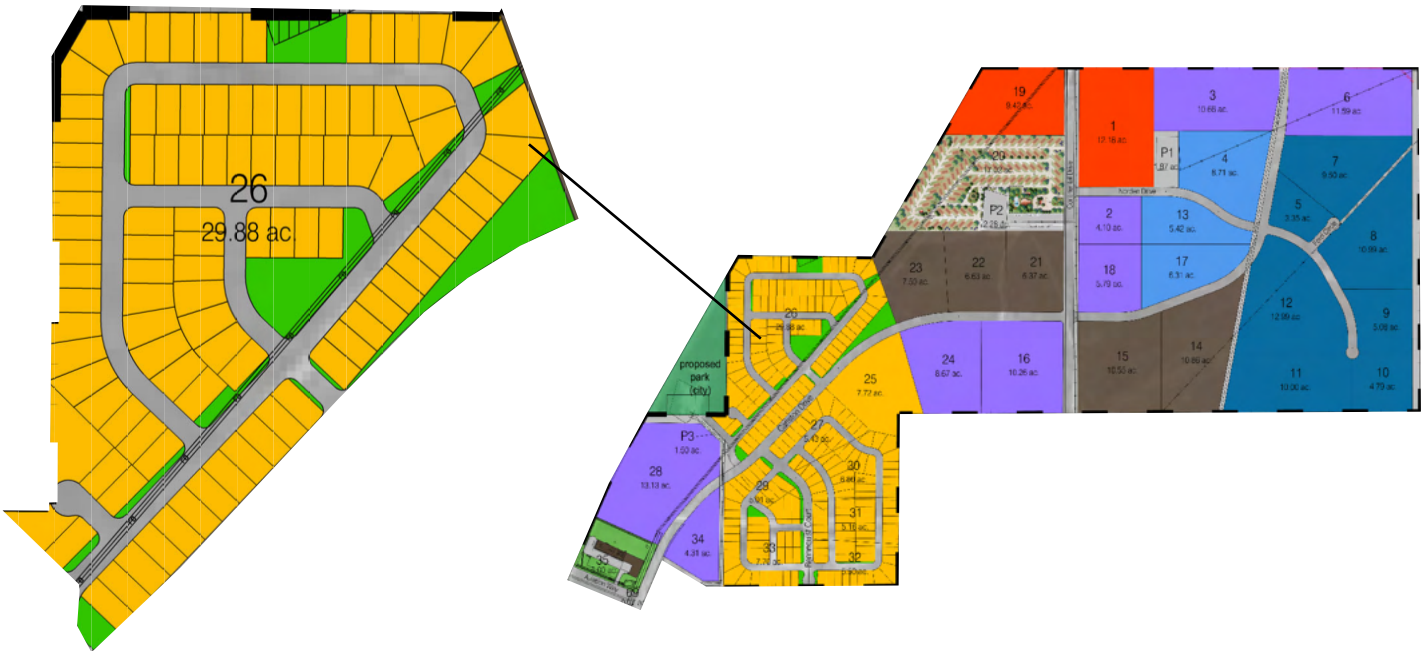
Carlston Ranch is being developed in three phases. Phase I consists of 363.9 gross acres, which consists of 297.22 net acres commencing on Derrick Road running south to Aviation Way. Groundbreaking occurred on June 5, 2024, and Phase I offsite infrastructure has commenced.

Phase I includes mixed-use elements of residential, apartments, commercial, business park, office, RV resort and industrial. The Carlston Ranch master-planned community is fully platted, with approved zoning setting out the land use patterns for the community. The Carlston Ranch master-planned community is included in the City of Carlsbad Comprehensive Plan and the General Land Use Map and is supported by a 25-year development agreement.

Phase 1 land use and zoning distribution is as follows (297.22 net acres):

Residential: 73.2 acres
Multi-family 20.5 acres
Commercial: 21.6 acres
RV Resort: 17.0 acres
Business Park: 51.3 acres
Light Industrial: 52.5 acres
Heavy Industrial: 68.3 acres

TRACT 26 (SINGLE-FAMILY) - SHOVEL READY PROJECT 29.88 AC - 139 RESIDENTIAL LOTS



Carlston Ranch is being developed in three phases. Phase I consists of 363.9 gross acres, which consists of 297.22 net acres commencing on Derrick Road running south to Aviation Way. Groundbreaking occurred on June 5, 2024, and Phase I offsite infrastructure has commenced.

Montclair has completed the site plan, design and engineering for Tract 26, a 29.88 AC site , "The Landings," a gated 139 lot subdivision with clubhouse. The zoning, site plan, engineering and landscape plans have been fully approved by the city. The Landings is "shovel ready." Waiting for a developer.

Demand for home ownership and tight multi-family occupancies have created a serious housing shortage in the City of Carlsbad and Eddy County.

TRACT 20 CONCEPTUAL RV PARK COMMUNITY



Phase 1 is scheduled for the gated "Continental RV Resort" tract on 19.3 acres. The site plan calls for a mix of modular and RV home sites, clubhouse, pool, park and barbecue areas. The plan also calls for residential landscaping, sewer, water and electricity.

Acreage: 19.3 acres

Square Footage: 804,708 sq ft

Zoned for RV Resort

Density Allowed: 20 DU/AC

*Attached site plan shows 5 DU/AC

Water, Sewer, Electric, Fiber Optic

City Fire and Police

Expedited Approval Process

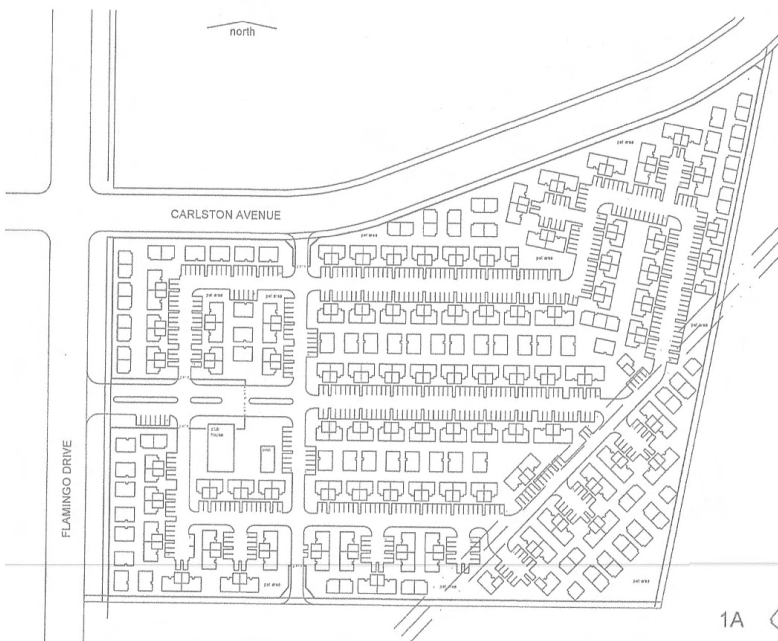
Can Subdivide/Rezone

Proximity to Airport

Zoned for RV Resort opportunities within Phase I will serve the current needs of Carlsbad and the future residents of Carlston Ranch. Onsite infrastructure construction has commenced and there are strategic sites located along Carlston Drive, Derrick Road and National Parks Highway.

TRACT 14-15 BUILD TO RENT COMMUNITY

Conceptual Project



total	= 267 units			
parking	= 544 stalls			
	= 171 garage stalls			
	= 715 total stalls	2.68/unit	1.32 stalls/bed	

Acreage: 21.75 acres

Square Footage: 947,387 sq ft

Zoned for Multi- Family/ Build to Rent

Density Allowed: 25 DU/AC

*Attached site plan shows 12.5 DU/AC

Water, Sewer, Electric, Fiber Optic

City Fire and Police

Expedited Approval Process

Can Subdivide/Rezone

Proximity to Airport

1A	1b/1b attached w/ no garage	= 58 units 630 sf footprint	21.7%	58
2A	2b/2b detached w/ no garage	= 38 units 982 sf footprint	14.2%	76
2B	2b/2b - 2 level attached w/ garage	= 107 units 764 sf footprint	40.1%	214
2C	3b/2b attached w/ garage	= 64 units 1,100 sf footprint	24.0%	192

site area	947,387 SF 21.75 AC	total beds	540
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Build to Rent opportunities within Phase I will serve the current needs of Carlsbad and the future residents of Carlston Ranch. Onsite infrastructure construction has commenced and there are strategic sites located along Carlston Drive, Derrick Road and National Parks Highway.

TRACT - 1 & 19 COMMERCIAL/RETAIL OPPORTUNITIES



Retail, restaurant and service opportunities within Phase 1 will serve the current needs of Carlsbad and the future residents of Carlston Ranch. There are strategic sites located along Derrick Road and National Parks Highway, which serve the new southern portion of the city. All retail sites have major thoroughfare visibility, access and a wide and varied list of approved uses.

Top Leakage Categories Carlsbad, New Mexico



Automotive



Furniture



Electronics



Building Materials



Food & Bev



Groceries



Healthcare

TRACTS P3, 2, 6, 16, 18, 24, 28, 34 BUSINESS PARK/INDUSTRIAL SITES



The business park, and industrial development are in the northern and eastern portion of Phase 1. The location of these uses in Phase 1 takes advantage of the proximity to the airport, the business activity close to the airport, and along Derrick Road. Commercial business park and industrial development will serve both Carlston Ranch residents, the wider Carlsbad community and people traveling through the area.

Carlsbad is serviced by Southwestern Railroad, which operates Burlington Northern/Santa Fe railways from Carlsbad. Burlington Northern has two separate yard operations in Carlsbad. Carlsbad has scheduled commercial air service provided by Advanced Air, with daily flights from Phoenix, Arizona; Albuquerque, New Mexico; and Dallas, Texas. It also supports private jet operations.



NEW MEXICO ASSOCIATION OF REALTORS®

BROKER DUTIES - 2024

PART I – BROKER DUTIES DISCLOSURE

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

SECTION A:

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

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

SECTION B:

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

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

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



NEW MEXICO ASSOCIATION OF REALTORS®
BROKER DUTIES - 2024



PART II - OTHER REQUIRED DISCLOSURES

Broker shall update these and all other required disclosures as needed.

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

1. ☐ Broker has a written brokerage relationship with any other party(ies) to the transaction.
2. ☐ Broker(s) has any CONFLICT OF INTEREST (including any material interest or relationship of a business, personal, or family nature in the transaction).
3. ☐ Broker(s) knows of ADVERSE MATERIAL FACTS about the Property or Transaction.
4. ☐ Broker(s) has a written agreement with a TRANSACTION COORDINATOR who will be providing services related to the transaction. BROKER DUTIES: TCs who have no interaction with the Broker's Customer or Client and/or other parties or brokers involved in the transaction, owe Broker Duties 1-5 in Section A on Cover Page I. TCs who work directly with the Broker's Customer or Client and/or other parties or brokers in the transaction, owe Broker Duties 1-5 of Section A and 5, 7 and 8 of Section B. TCs: _____
5. ☐ PROPERTY MANAGEMENT ONLY. TO TENANT: If Broker is working as a residential property manager Broker is working as the agent of the owner of the Property. In the commercial property management context, broker is working with the owner of the Property in the following capacity: ☐ AGENT ☐ TRANSACTION BROKER ☐ OTHER. If "OTHER", explain: _____

APPLICABLE PARTY

PARTY IS A ☐ SELLER ☒ BUYER ☐ LANDLORD (OWNER) ☐ TENANT

Name	Signature	Date	Time
<hr/>			
Name	Signature	Date	Time
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Broker Name	Brokerage Name Office	Phone	