

Marcus & Millichap  
TAG INDUSTRIAL GROUP

# HORIZON CITY INDUSTRIAL DEVELOPMENT SITE

1 LTV ROAD  
HORIZON CITY, TX 79928

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Texas Real Estate Commission  
P.O. Box 12188  
Austin, Texas 78711-2188  
(512) 936-3000

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.  
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

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The background of the slide is a dark, blue-tinted photograph of an industrial interior. It shows a high ceiling with a complex network of metal beams and pipes. Several large, white, dome-shaped pendant lights are suspended from the ceiling. In the lower-left corner, a large, white, segmented industrial door is visible. The overall atmosphere is industrial and modern.

# SECTION 1

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## INVESTMENT OVERVIEW

Marcus & Millichap

## INVESTMENT HIGHLIGHTS

- Rare 345.18-Acre Tract with Four Buildings and Seven Climate Conditioned Storage Bunkers Totaling 70,825 Square Feet
  - Ideal for Development with M-1 Light Industrial Zoning Inside Qualified Opportunity Zone
    - Priced at \$1.50/SF of Land Area with Seller Financing | Subdivided Tracts Available
      - \$37,000 Annual Property Tax Allows for Low Carrying Costs
    - Proximity to I-10 in Largest Border Market in Texas | Top Beneficiary of Nearshoring
      - Facility Designed to Accommodate HAZMAT Operations
  - Strategic Location with Foreign-Trade Zone (FTZ) 68 Eligibility for International Trade-Driven Users
- FTZ Potential Offers Cost Efficiency for Manufacturers Seeking Tariff Deferral, Reduction, or Elimination and Logistics Advantages



## OFFERING SUMMARY

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 1 LTV Road in Horizon City. The subject property consists of approximately 70,825 square feet of manufacturing, assembly, office, and warehouse space and is situated on 345.18 acres of land. The four-building asset features insulated steel construction, a clear height of 22', 12 grade-level doors, ten HVAC units, and three-phase power. Formerly used by a defense contractor, the property is also equipped with seven military-grade storage bunkers. With proximity to Interstate 10, the property sits about 29 miles from Downtown El Paso and 14 miles from the international Zaragoza Port of Entry. Priced at \$1.50 per square foot of land area, this sale is ideal for industrial development. The property is the only available large development opportunity within the Horizon City limits. Zoned M-1 for light industrial, the property is located in a federally designated opportunity zone. Seller financing is available on a case-by-case basis, and buyers have the option to purchase the entire parcel or subdivided tracts. At \$37,000, the 2025 property tax bill offers low carrying costs, suitable for long-term development plans.

The El Paso market maintains 86.5 million square feet of industrial space. In the 12 months through Q3 2025, industrial demand rebounded into positive territory with 1.5 million square feet absorbed on net. During this time, 4.9 million square feet of industrial space was delivered, resulting in a vacancy rate of 12.5 percent. Annual rent growth stood at 1.2 percent in Q3, which is in line with the national average. Over the last decade, the average market rent has increased by 64.9 percent. With 3.2 million square feet of industrial space under construction in El Paso (representing 3.7 percent of inventory), supply will have a moderate impact on vacancies and rents going forward (CoStar). As the largest industrial border market in Texas, El Paso is a major hub for cross-border trade between the U.S. and Mexico. While international trade has been recently impacted by the tariffs, bilateral trade with Mexico has held up well compared to other U.S. partnerships and will likely flourish more in the future. The property is well-positioned for tenants or users to pursue Foreign-Trade Zone (FTZ) designation under the El Paso County Regional FTZ program. This status allows qualified users to defer, reduce, or eliminate duties on imported goods, creating a valuable operational and financial advantage for logistics providers, importers, and manufacturers engaged in cross-border trade. FTZ eligibility is a rare and strategic differentiator in this submarket.

The El Paso metro is located at the westernmost corner of Texas, bordering New Mexico and the state of Chihuahua in Mexico. It is composed of El Paso and Hudspeth counties. Access to Mexico plays a major role in the local economy. The city of El Paso, when combined with Las Cruces, New Mexico, and Ciudad Juarez in Mexico, makes up the Borderplex region (also known as the international metropolitan area of Paso del Norte), featuring one of the largest bilingual and binational labor pools in the western United States. As the largest metro along the Texas-Mexico border and the sixth-largest city in Texas, El Paso is a top 20 percent U.S. performing economy and represents one of the largest manufacturing centers in North America. Recognized as globally competitive, the region boasts the largest bilingual and bi-cultural workforce in the Western Hemisphere (elpasotexas.gov). El Paso was a finalist for the 2018 National League of Cities "All-America City," 2018 Best of Texas Awards, and WalletHub's #1 Best Run City in Texas in 2017. Major employers include Pacific Union Financial, UPS, Veritas Management Group, and iFly (Marcus & Millichap).

## PROPERTY DETAILS

### 1 LTV ROAD, HORIZON CITY, TX 79928

Number of Suites	10
Number of Buildings	4
Total Square Feet	70,825 SF
Year Built	1988/1996
Lot Size	345.18 Acres
Type of Ownership	Fee Simple
Clear Height	22'
Parking Surface	Concrete
Building Class	B
Tenancy	Owner-User
Grade Level Doors	12
Construction	Insulated Metal
Power	3-Phase
Zoning	M-1 Light Industrial
Roof Type	Insulated Metal
Age/Condition of Roofs	Good
HVAC Units	10
Age/Condition of HVAC	Good
Sprinklers	Yes
Market	El Paso, TX
Submarket	Horizon



This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services of Nevada, Inc. © 2026 Marcus & Millichap. All rights reserved. (Activity ID: ZAG0490136)



**HORIZON CITY INDUSTRIAL DEVELOPMENT SITE**

OFFERING PRICE

**\$1.50 Per Square Foot Of Land Area**

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Offering Price	\$1.50 Per Square Foot Of Land Area
Lot Size (Acres)	345.18
Lot Size (Square Feet)	15,036,041

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**FINANCING - SELLER FINANCING AVAILABLE**

- Terms (negotiated case-by-case)
  - Subdivision of Property Possible
    - Minimum Tract Size – 30 Acres
    - Price/SF for Subdivided Tracts Will Vary from Offering Price
- 

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1 LTV ROAD





## CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources, providing the most competitive rates and terms.

We leverage out prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac, and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



1,249 Financing  
Transactions  
in 2024



National platform operating  
within the firm's  
brokerage offices



\$6.7 billion total  
national volume  
in 2024



Access to more capital  
sources than any other  
firm in the industry

# WHY MMCC?

Optimum financing solutions  
to enhance value

Enhanced control through  
MMCC's ability to qualify  
investor finance contingencies.

Enhanced control through quickly  
identifying potential debt/equity  
sources, processing, and closing  
buyer's finance alternatives.

Enhanced control through MMCC's  
ability to monitor investor/duo  
diligence and underwriting to  
ensure timely, predictable closings.



## SECTION 2

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### MARKET OVERVIEW

Marcus & Millichap

# EL PASO TEXAS



The El Paso metro is located at the westernmost corner of Texas, bordering New Mexico and the state of Chihuahua in Mexico. It is composed of El Paso and Hudspeth counties. Access to Mexico plays a major role in the local economy. The city of El Paso, when combined with Las Cruces, New Mexico and Ciudad Juárez in Mexico, is sometimes referred to as the international metropolitan area of Paso del Norte — home to one of the largest bilingual, binational labor pools in the western United States.



INTERNATIONAL  
TRADE ROUTE



MANUFACTURING  
HUB



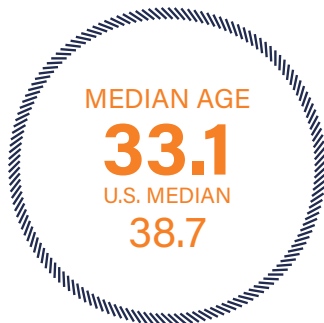
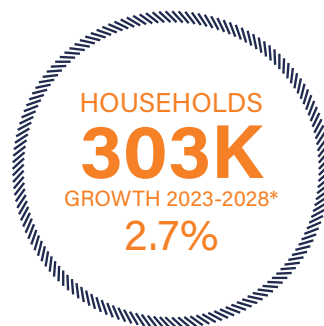
MILITARY  
PRESENCE



## METROPLEX GROWTH

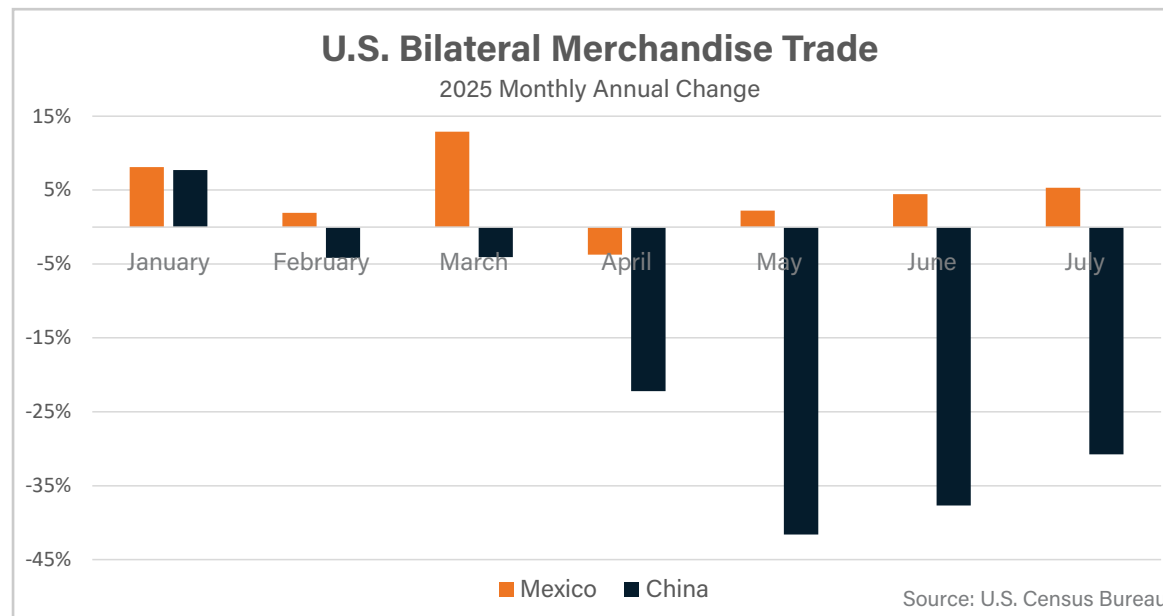
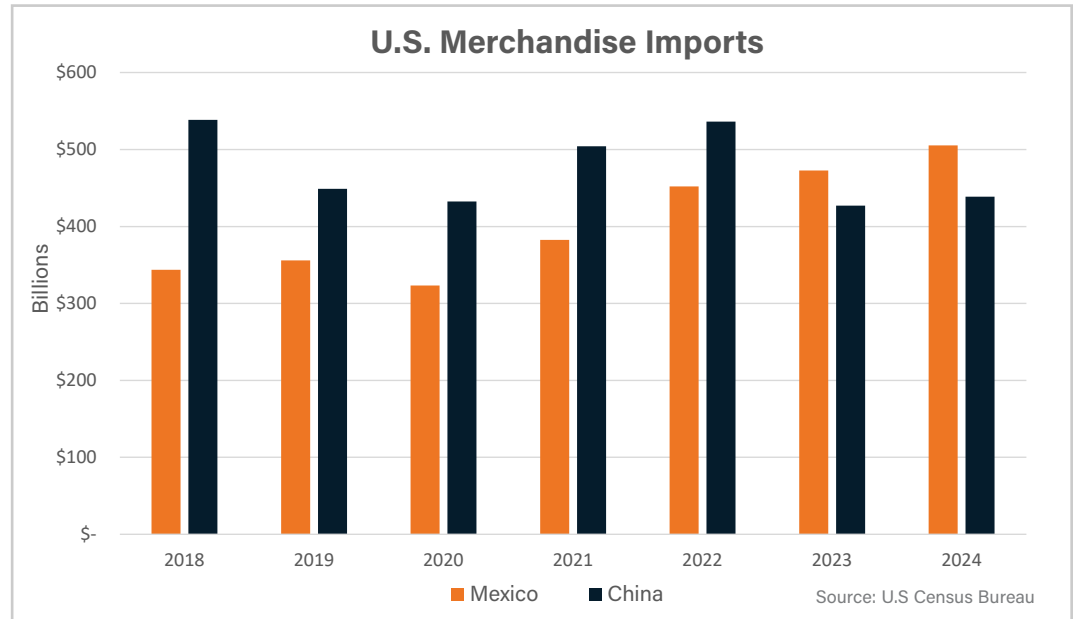
### ECONOMY

The large manufacturing sector includes automobiles, automobile components, consumer electronics, biomedical, defense, medical devices, as well as apparel and textile manufacturing. Back-office call centers are also major employers in the local economy and in neighboring communities. They include companies like Automatic Data Processing. Numerous large corporations have facilities in the metro, including Charles Schwab, Raytheon Company, Delphi, Prudential and Toro Company. The University of Texas at El Paso provides a skilled labor pool and is a major employer.

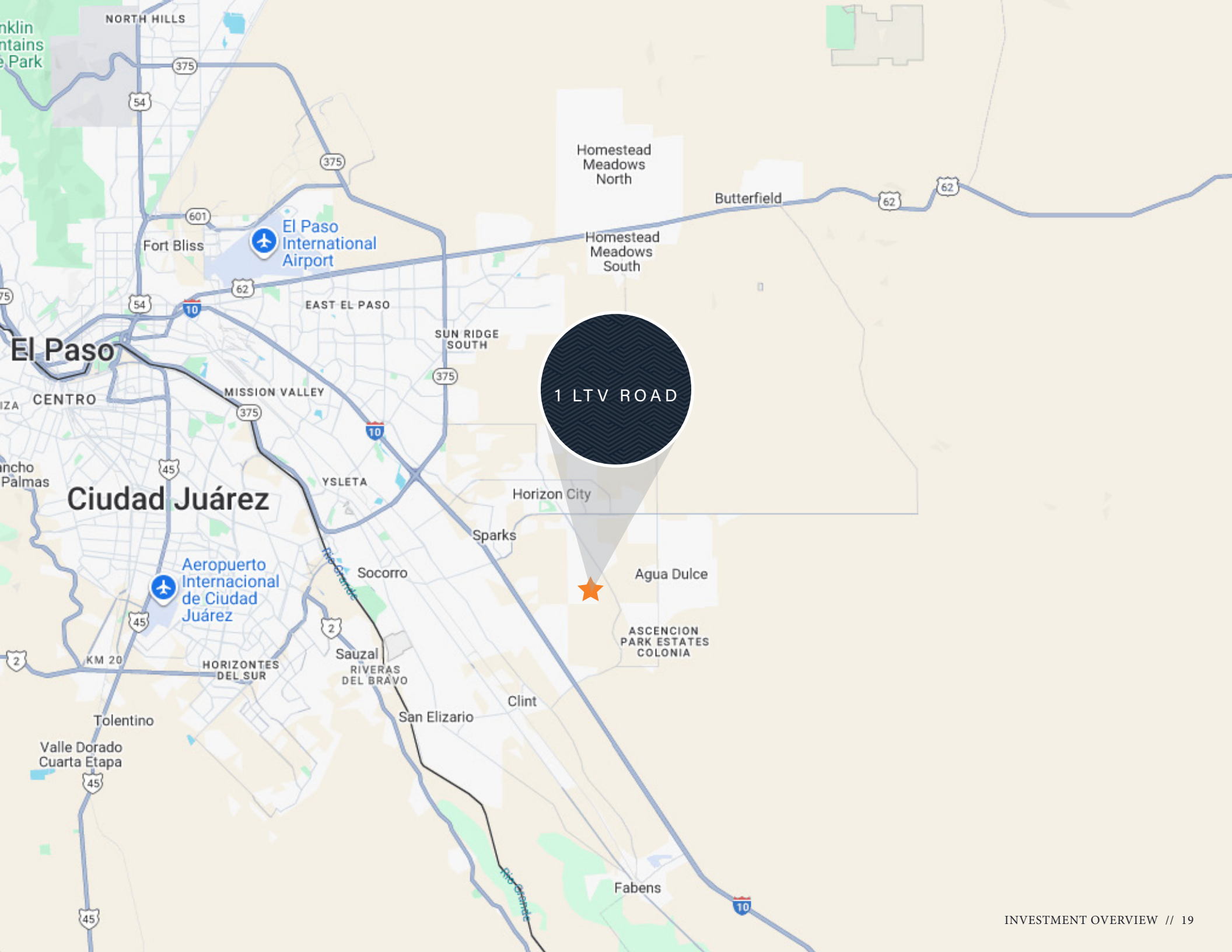


## EL PASO BORDER MARKET

Thanks to the tariffs levied by President Trump during his first administration, Mexico was able to leapfrog China as America's largest importer, boosting industrial real estate demand in border markets like El Paso in the process. In March 2018, Trump began to levy tariffs on Chinese imports, which quickly unfolded into a trade war as China retaliated with its own tariffs on U.S. goods. The tic-for-tat trade war between the two powerhouses prompted Chinese producers and American importers to figure out a workaround. The solution became known as nearshoring, a process involving the shipment of parts from China to Mexico for final assembly and then exported to the U.S. duty-free. From 2017 to 2024, China's exports to Mexico surged 75 percent from about \$74 billion to nearly \$130 billion (Dallas Federal Reserve). Many of those Chinese exports crossed the border in El Paso, where they were warehoused and distributed.



Seemingly in an effort to close the nearshoring loophole that he unintentionally created, President Trump levied a 25 percent tariff rate on Mexican imports, along with a 25 percent duty on the nation's top export to the U.S., cars and auto parts. While these tariffs are weighing on bilateral trade, Mexico is holding up well compared to the former top exporter to the U.S. In the first seven months of 2025, bilateral trade (total of imports and exports) with Mexico increased by 4.3 percent versus a sharp -19.2 percent decline in trade with China. Given the likelihood of President Trump's tariffs on Mexican goods being removed by his successor, any impact that the tariffs are having on industrial real estate along the border should be taken as a great long-term buying opportunity.



1 LTV ROAD

## DEMOGRAPHICS



**74,306**

Total Population  
Within 5 Miles



49.5%



50.5%



**\$76,683**

Average Household Income  
Within 5 Miles



**32,967**

Employees  
Within 1 Mile

# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2029 Projection</b>			
Total Population	3,625	23,920	78,318
<b>2024 Estimate</b>			
Total Population	3,849	24,073	74,306
<b>2020 Census</b>			
Total Population	4,368	25,319	71,416
<b>2010 Census</b>			
Total Population	2,304	21,583	52,050
<b>Daytime Population</b>			
2024 Estimate	1,799	14,506	56,717
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2029 Projection</b>			
Total Households	1,081	7,119	23,873
<b>2024 Estimate</b>			
Total Households	1,133	7,084	22,437
Average (Mean) Household Size	3.4	3.4	3.3
<b>2020 Census</b>			
Total Households	1,211	7,059	20,495
<b>2010 Census</b>			
Total Households	599	5,452	13,920

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2024 Estimate</b>			
\$250,000 or More	0.3%	0.9%	3.0%
\$200,000-\$249,999	0.1%	0.4%	1.3%
\$150,000-\$199,999	0.6%	2.5%	4.9%
\$125,000-\$149,999	1.1%	2.5%	5.3%
\$100,000-\$124,999	11.2%	9.3%	9.4%
\$75,000-\$99,999	12.9%	12.9%	14.4%
\$50,000-\$74,999	23.7%	23.9%	22.2%
\$35,000-\$49,999	17.0%	15.7%	12.0%
\$25,000-\$34,999	12.3%	10.6%	8.0%
\$15,000-\$24,999	10.2%	8.9%	8.3%
Under \$15,000	10.6%	12.3%	11.1%
Average Household Income	\$56,474	\$61,191	\$76,683
Median Household Income	\$50,335	\$53,625	\$62,065
Per Capita Income	\$16,913	\$18,089	\$23,345



## Information About Brokerage Services

11-03-2025

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.
- A **BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):**
  - Put the interests of the client above all others, including the broker's own interests;
  - Inform the client of any material information about the property or transaction received by the broker;
  - Answer the client's questions and present any offer to or counter-offer from the client; and
  - Treat all parties to a real estate transaction honestly and fairly.

**WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS:** A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code, **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information

about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

### A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant options or advise regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Sales Agent/Associate's Name	License No.	Email	Phone

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Date

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)  
IABS 1-2

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