

BUENA VISTA RANCH DEVELOPMENT

CUATRO VIENTOS RD & LOMAS DEL SUR BLVD
LAREDO, TX 78046

OFFERING MEMORANDUM

WRIGHT RANCH SUBDIVISION
UNDER
DEVELOPMENT/CONSTRUCTION

BUENA VISTA RANCH SUBDIVISION
FUTURE RESIDENTIAL DEVELOPMENT

FUTURE LOMAS DEL SUR HIGHWAY OVERPASS
COMING LATE 2025

LOMAS DEL SUR BLVD.
120' R.O.W. COMPLETED APR. 2021

AT LEASE
NATIONAL BURGER QSR



SUBJECT SITE

WRIGHT RANCH SUBDIVISION
FUTURE RESIDENTIAL DEVELOPMENT

FUTURE WATER PARK
AQUATIC CENTER

CONCORD HILLS BLVD.
FUNDING APPROVED
CONSTRUCTION START 2024

BUENA VISTA RANCH SUBDIVISION
FUTURE RESIDENTIAL DEVELOPMENT

15.76 ACRES

15.25 ACRES

33 ACRES

7 ACRES

10 ACRES

10 ACRES

24 ACRES

23 ACRES

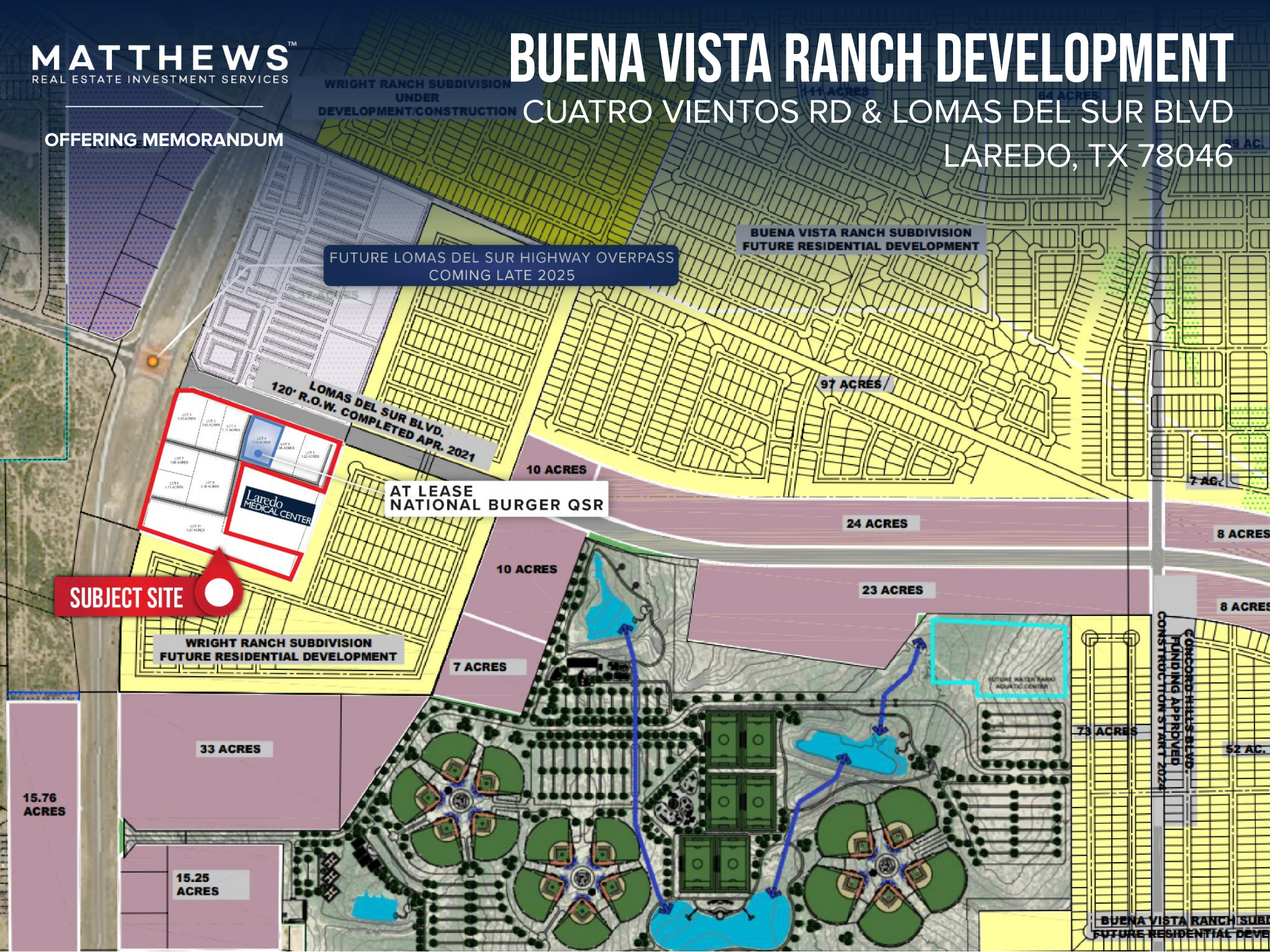
97 ACRES

8 ACRES

8 ACRES

73 ACRES

52 AC.



BUENA VISTA RANCH DEVELOPMENT

CUATRO VIENTOS RD & LOMAS DEL SUR BLVD

LAREDO, TX 78046

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EXECUTIVE OVERVIEW

PROPERTY DESCRIPTION



ADDRESS

Cuatro Vientos Rd & Lomas Del Sur Blvd,
Laredo, TX 78046



PRICE

Contact Broker
(For Sale / Ground Lease / Build to Suit)



LAND AVAILABLE

±16.28 AC
(Pad Sites Available)

****ASK US ABOUT OTHER OPPORTUNITIES IN THE AREA**



ZONING

B-4 (Highway Commercial)



UTILITIES DELIVERED TO SITE

Water
Sewer Est. Delivery: Q4 2023

PROPERTY OPPORTUNITY

- **±16 AC Available for Sale/ BTS/ Ground Lease**
 - Lot 1 | 1.50 AC | Ground Lease, BTS, or RBTS
 - Lot 2 | 1.00 AC | Ground Lease, BTS, or RBTS
 - Lot 3 | 1.17 AC | Ground Lease, BTS, or RBTS
 - **Lot 4 | 1.50 AC | At Lease - National Burger Chain**
 - Lot 5 | 1.08 AC | Ground Lease, BTS, or RBTS
 - Lot 6 | 1.22 AC | Ground Lease, BTS, or RBTS
 - Lot 7 | 1.05 AC | Ground Lease, BTS, or RBTS
 - Lot 8 | 1.03 AC | Ground Lease, BTS, or RBTS
 - Lot 9 | 2.30 AC | Ground Lease, BTS, or RBTS
 - **Lot 10 | SOLD | Laredo Medical Center (Hospital)**
 - Lot 11 | 4.27 AC | For Sale
- ** Lot sizes can be adjusted ****

- Pads Available for QSR, Auto, Gas Station, and/or Medical Uses
- Potential for Future Retail Big Box, Junior Anchor, and Shop space
 - Searching for Grocery, Hardware, Fitness, Apparel, Medical, and Retail users
 - Ask us about other Potential Opportunities in the immediate area!!

EXECUTIVE OVERVIEW

LOCATION HIGHLIGHTS

- ±1,000 AC master planned mixed use development
 - ±600 AC of proposed residential development
 - ±200 AC Buena Vista Sports Complex
 - ±200 AC of proposed commercial development
- Located on the hard corner of Lomas Del Sur Blvd (Loop 20) & Cuatro Vientos Rd (35,000 VPD)
- Anchored by the \$50M & 200 AC Buena Vista Sports Complex (Under Construction)
- Exceptional access, visibility, and frontage along Cuatro Vientos Rd (Loop 20) & Lomas Del Sur Blvd
- New \$40M Overpass approved and Under Construction for Lomas Del Sur Blvd & Cuatro Vientos Rd

AREA ATTRACTIONS

- International Railway Bridge - \$100M international railway bridge between Laredo & Nuevo Laredo; Projected imports planned to double
- Binational River Park - The 6.3 mile park straddling the Rio Grande River consisting of over 1,000 AC and costing over \$100M to construct

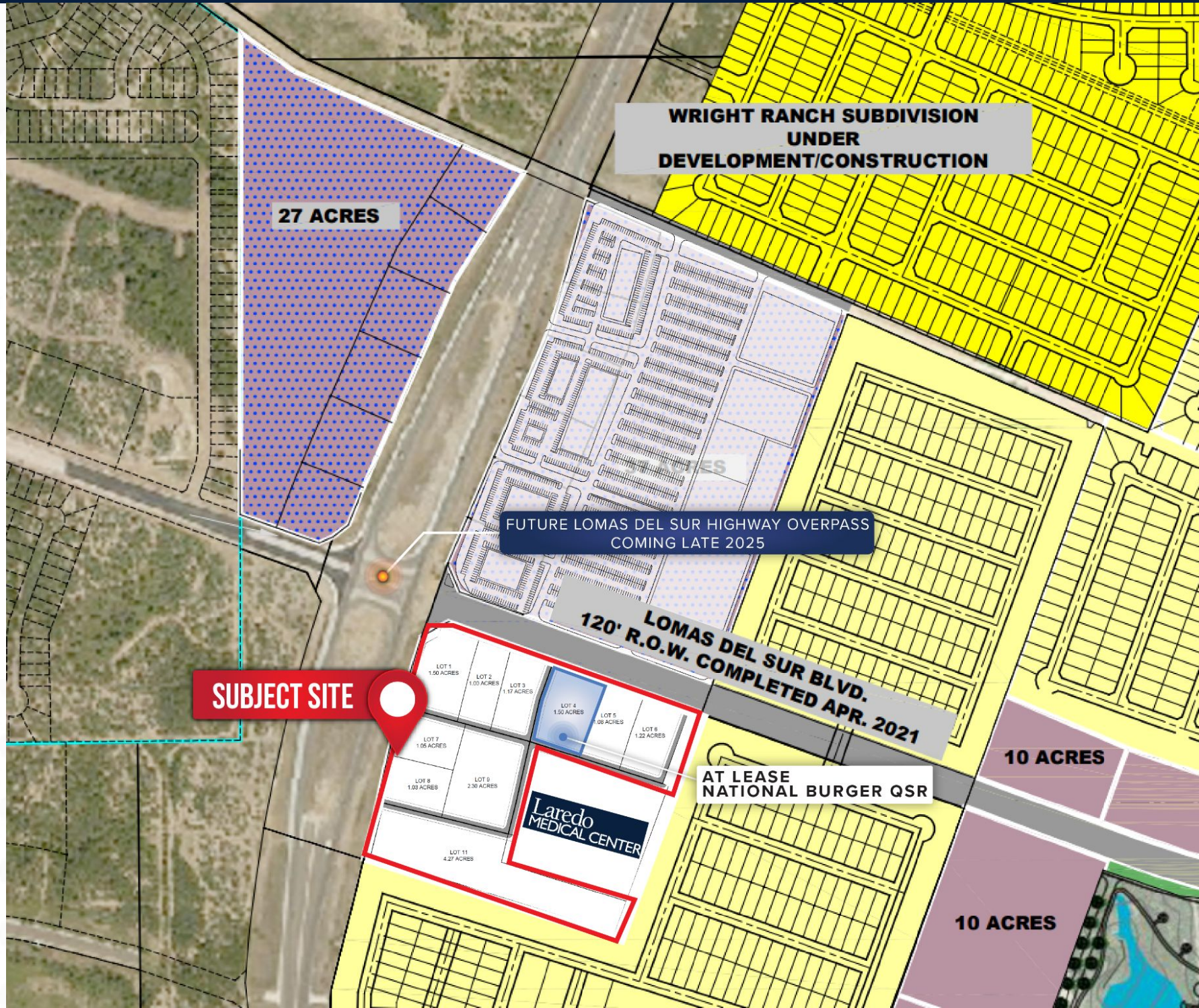
INCENTIVES

- Texas is an income-tax-free state providing additional value to investors/developers
- The City of Laredo provides incentives to investors for the development of new facilities and improvements to existing facilities for the purpose of modernization or expansion

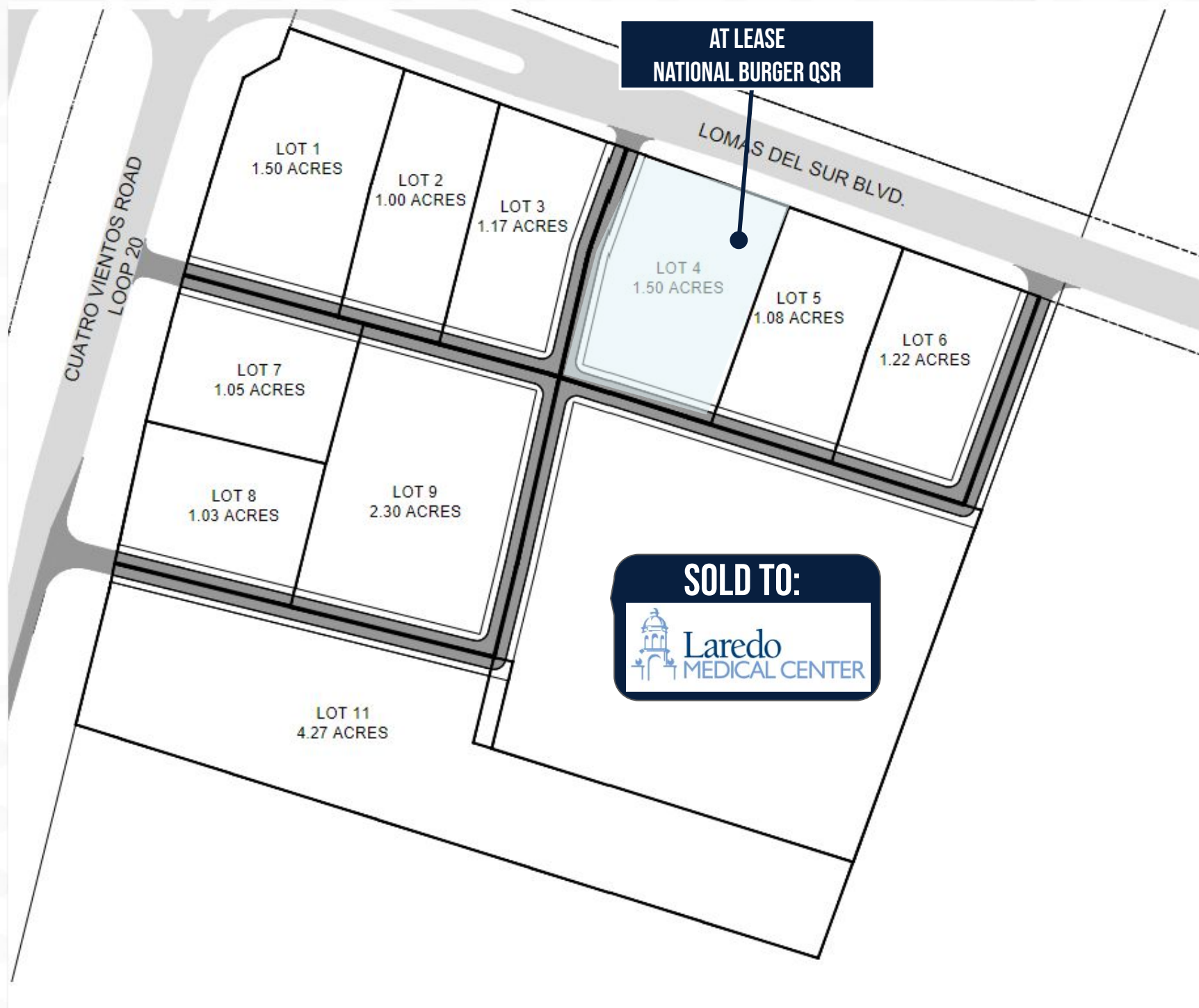
ABOUT LAREDO

- One of the fastest growing MSAs in the country
- Laredo's business development and economy have experienced continued growth due to regular and consistent border traffic for retail, international trade, and medical facilities
- Retail rents have posted an average annual gain of 3.7% over the past 3 years
- #1 land Port and border railroad interchange in the entire country
- #3 most populous city along U.S.-Mexico border
- #11 most populous city in TX
- 13th safest city in the U.S. and has a crime rate lower than the national average

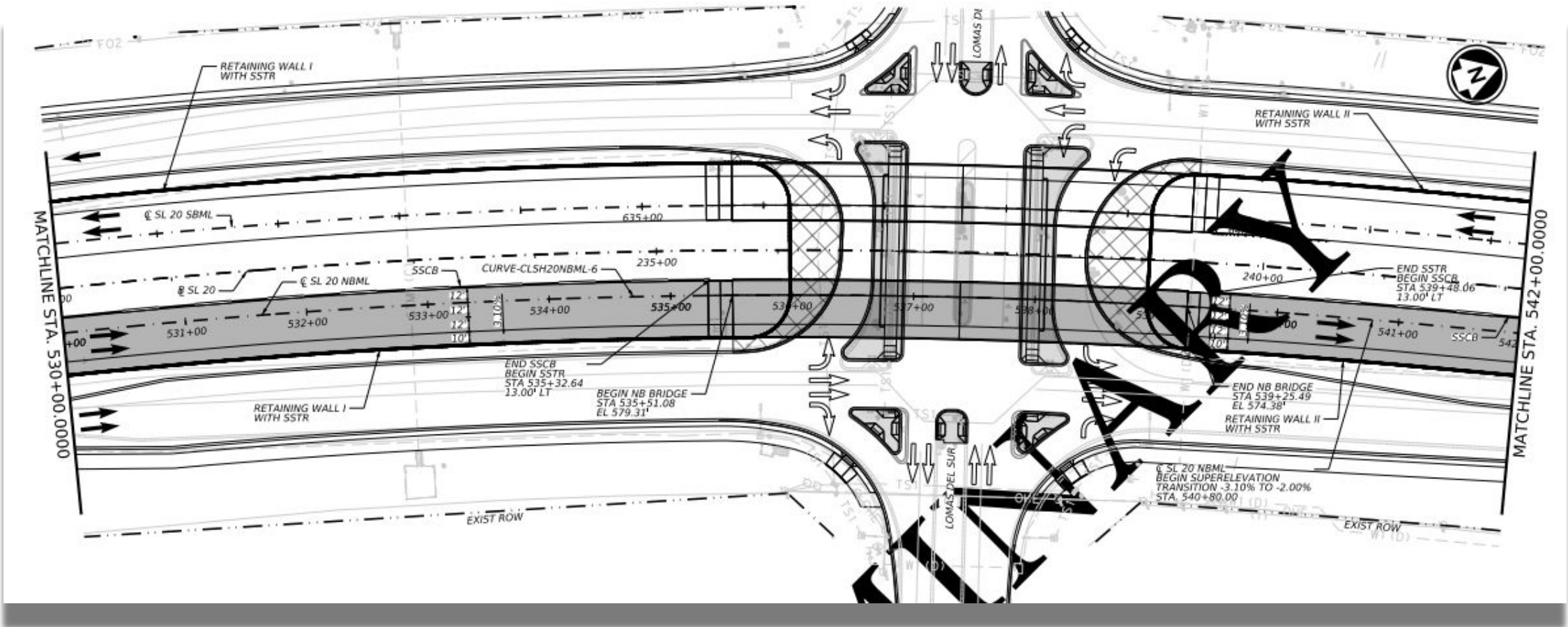
SITE PLAN OUTLINE



SITE PLAN - CURRENT AVAILABILITY



FUTURE LOMAS DEL SUR OVERPASS RENDERINGS (EST. 2025/26 COMPLETION)



LAREDO MEDICAL CENTER - RENDERINGS



BUENA VISTA RANCH - MASTER PLAN



AREA OVERVIEW

LAREDO, TX

Laredo is a city on the US-Mexico border, in southern Texas. Laredo is the 11th-most populous city in Texas and third-most populated U.S. city on the Mexican border, after San Diego, California, and El Paso, Texas. Deeply rooted in the Lone Star State, Laredo is not only encompassed by culture but an affordable community as well. Founded over 250 years ago on the Rio Grande River, Laredo tourism is a massive part of the local economy, and the sites consist of San Agustin Plaza and the Republic of the Rio Grande Museum. There is also an array of shopping opportunities with unique and chain stores surrounding the area. Locals enjoy the brands at Mall del Norte as well as the Outlet Shoppes at Laredo. At San Bernardo Avenue, there is 40 blocks of shops selling authentic finds and baked goods. Additionally, the culinary scene is divine with a variety of authentic Mexican and Tex-Mex restaurants. Serviced by Laredo International Airport and three major roadways, Laredo offers easy access to surrounding areas in addition to all its plentiful amenities.

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
Five-Year Projection	19,174	110,005	178,788
Current Year Estimate	18,295	105,991	172,549
Growth Current Year-Five-Year	4.81%	3.79%	3.62%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Five-Year Projection	4,845	29,231	49,426
Current Year Estimate	4,800	29,283	49,569
2020 Census	4,778	29,015	49,123
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$49,885	\$56,520	\$53,527



AREA OVERVIEW



ECONOMY

Laredo's economy revolves around commercial and industrial warehousing, imports, and exports. As a major player in international trade and doing over \$280 billion in trade every year (135% increase from previous decade), the Laredo area benefited from passage of the North American Free Trade Agreement, which has encouraged trade. Laredo is also the #1 inland port in the United States, and Nuevo Laredo the largest in Latin America. More than 47 percent of United States international trade headed for Mexico and more than 36 percent of Mexican international trade crosses through the Laredo port of entry. In addition to trade, Laredo is a massive shopping destination for Mexican shoppers from Northern Mexico, which is why all the retail sales attract shoppers from Northern Mexico and South Texas.

Economic opportunity is one of the most common reasons why people move to the United State. By Anticipating future trends, the population of Laredo is projected to grow from 272,000 in 2022 to 421,000 in 2060, employment is projected to grow by 90.4% within the same time frame, and income per capita is projected to from from \$42k in 2022 to \$245k in 2060.

AREA ATTRACTIONS

INTERNATIONAL RAILWAY BRIDGE

- A \$100M investment by the private sector to install an international railway bridge across the Rio Grande and U.S.-Mexico Border between Laredo, TX & Nuevo Laredo
- Ground Breaking Date: October 2022
- Estimated Completion Date: October 2024
- The busiest rail border crossing in North America
- Will double the current amount of train crossings per day at the border causing the goods transported per year to increase from \$38.8B to \$76.6B



BINATIONAL RIVER PARK

- A planned 1,000 AC and 6.3 mile park straddling the Rio Grande River consisting of ±500 AC on both sides of the border
- Expected cost of project: \$100M or more
- Acting as a tendon to both sides of the border by connecting the cities of Laredo & Nuevo Laredo the park will restore and preserve the Rio Grande's ecosystem



HISTORIC DOWNTOWN LAREDO

- Old Town Laredo is a popular place to learn about Texas' culture, arts, and history
- The focal point of the plaza is the towering spire of San Agustin Cathedral. The downtown area is also home to the Rio Grande Museum
- La Posada Hotel was the original town hall of Laredo which was later turned into a hotel



LOCAL NEARBY DEVELOPMENTS

BUENA VISTA SPORTS COMPLEX

- ±200 AC Sports Complex being built along Cuatro Vientos Road
- Expected to be completed in August of 2024
- It will give an opportunity to give kids to get scholarships, to showcase their talent and it will bring a much-needed economic growth to the South Laredo community



PHASE I

Includes:

- 10 baseball/softball fields
- An indoor multipurpose pod
- Maintenance yard
- General amenities
- Parking

PHASE II

Includes:

- Full-sized playground
- Batting cages
- Additional on-site utilities
- Additional parking

PHASE III

Includes:

- 5 baseball/softball fields
- Aquatic center/water park
- Amphitheater
- Additional multipurpose pods
- Sand volleyball fields
- Walking trails
- More!



TOTAL DEVELOPMENT SIZE

±200 AC



OPEN TO PUBLIC

August 2024



GROUND BREAKING DATE

August 31, 2022



EST. BUILDING COST

\$50 Million

LAREDO AREA COLLEGES

LAREDO COLLEGE

Nestled on the banks of the Rio Grande, this ±200 AC site traces its history back to 1849 when Camp Crawford was established to protect Laredo's frontier. Today, the college is a two-campus district service the diverse needs of a growing community. Both campuses combines see 10,000+ students each semester.

NAMED THE #1 COMMUNITY COLLEGE IN TEXAS
RANKED #1 COMMUNITY COLLEGE WITH LEAST STUDENT DEBT
NURSING PROGRAM RANKED AS THE #1 ADN PROGRAM IN TEXAS



TEXAS A&M INTERNATIONAL UNIVERSITY

Texas A&M International University (TAMIU), a Member of The Texas A&M University System, prepares students for leadership roles in an increasingly complex, culturally diverse state, national, and global society. TAMIU provides a learning environment built on a solid academic foundation in the arts and sciences. The University offers a range of baccalaureate and master's programs, the Doctor of Philosophy degree in International Business and the Doctor of Philosophy in Criminal Justice. In addition, the University pursues a progressive agenda for global study and understanding across all disciplines.

RANKED #3 IN U.S. FOR ECONOMIC MOBILITY
RANKED IN TOP 10 AMONG TOP PUBLIC UNIVERSITIES IN TEXAS
LEAST EXPENSIVE SCHOOL IN ALL OF TEXAS
RANKED #1 IN STATE, 2ND IN NATION FOR LOWEST STUDENT DEBT



ADDITIONAL SITE PLAN OVERLAY



LOMAS HEIGHTS



OCTAVIO SALINAS ELEMENTARY
784 STUDENTS

FUTURE RETAIL DEVELOPMENT

CUATRO VIENTOS SUR BY ARMADILLO HOMES

FUTURE RETAIL DEVELOPMENT

LOMAS DEL SUR BLVD
± 15,000 VPD

CUATRO VIENTOS BLVD
± 35,000 VPD

LOS MAGUEYES

VARIETY MEATS MARKET

SKG HOMES AT LOMAS DEL SUR

FUTURE LOMAS DEL SUR HIGHWAY OVERPASS
COMING LATE 2025

LOT 1 1.50 ACRES	LOT 2 1.00 ACRES	LOT 3 1.17 ACRES	LOT 4 1.50 ACRES	LOT 5 0.8 ACRES	LOT 6 1.22 ACRES
LOT 7 1.20 ACRES	LOT 8 1.03 ACRES	LOT 9 2.30 ACRES	LOT 10 8.00 ACRES		
LOT 11 4.27 ACRES					

AT LEASE NATIONAL BURGER QSR



CUATRO VIENTOS SUR BY ARMADILLO HOMES



RICARDO MOLINA MIDDLE
OPENED IN 2022

SURROUNDING TENANT MAP



REGIONAL MAP



WORLD TRADE INTERNATIONAL BRIDGE

± 29,000 VPD

± 48,000 VPD

PROPOSED BINATIONAL RIVER PARK

TEXAS-MEXICAN RAILWAY INTERNATIONAL BRIDGE

NUEVO LAREDO

JUÁREZ-LINCOLN INTERNATIONAL BRIDGE

± 32,000 VPD

LAREDO GATEWAY OF THE AMERICAS INTERNATIONAL BRIDGE

SUBJECT PROPERTY

ZAPATA HWY
± 30,000 VPD

CUATRO VIENTOS BLVD
± 35,000 VPD

CONFIDENTIALITY & DISCLAIMER STATEMENT

This Leasing Package contains select information pertaining to the business and affairs of **Cuatro Vientos Rd & Lomas Del Sur Blvd, Laredo, TX, 78046** ("Property"). It has been prepared by Matthews Real Estate Investment Services. This Leasing Package may not be all-inclusive or contain all of the information a prospective lessee may desire. The information contained in this Leasing Package is confidential and furnished solely for the purpose of a review by a prospective lessee of the Property. The material is based in part upon information supplied by the Owner. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Leasing Package or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective lessees should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to lease the Property and to terminate discussions with any person or entity reviewing this Leasing Package or making an offer to lease the Property unless and until a lease has been fully executed and delivered.

In no event shall a prospective lessee have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing of the Property.

This Leasing Package shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Leasing Package.

OFFERING MEMORANDUM

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LAREDO, TX 78046

EXCLUSIVELY LISTED BY:

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BROKER OF RECORD

Patrick Graham
License No. 9005919 (TX)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES



Information About Brokerage Services

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

11-2-2015



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

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

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

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

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

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

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

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

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

Buyer/Tenant/Seller/Landlord Initials

Date