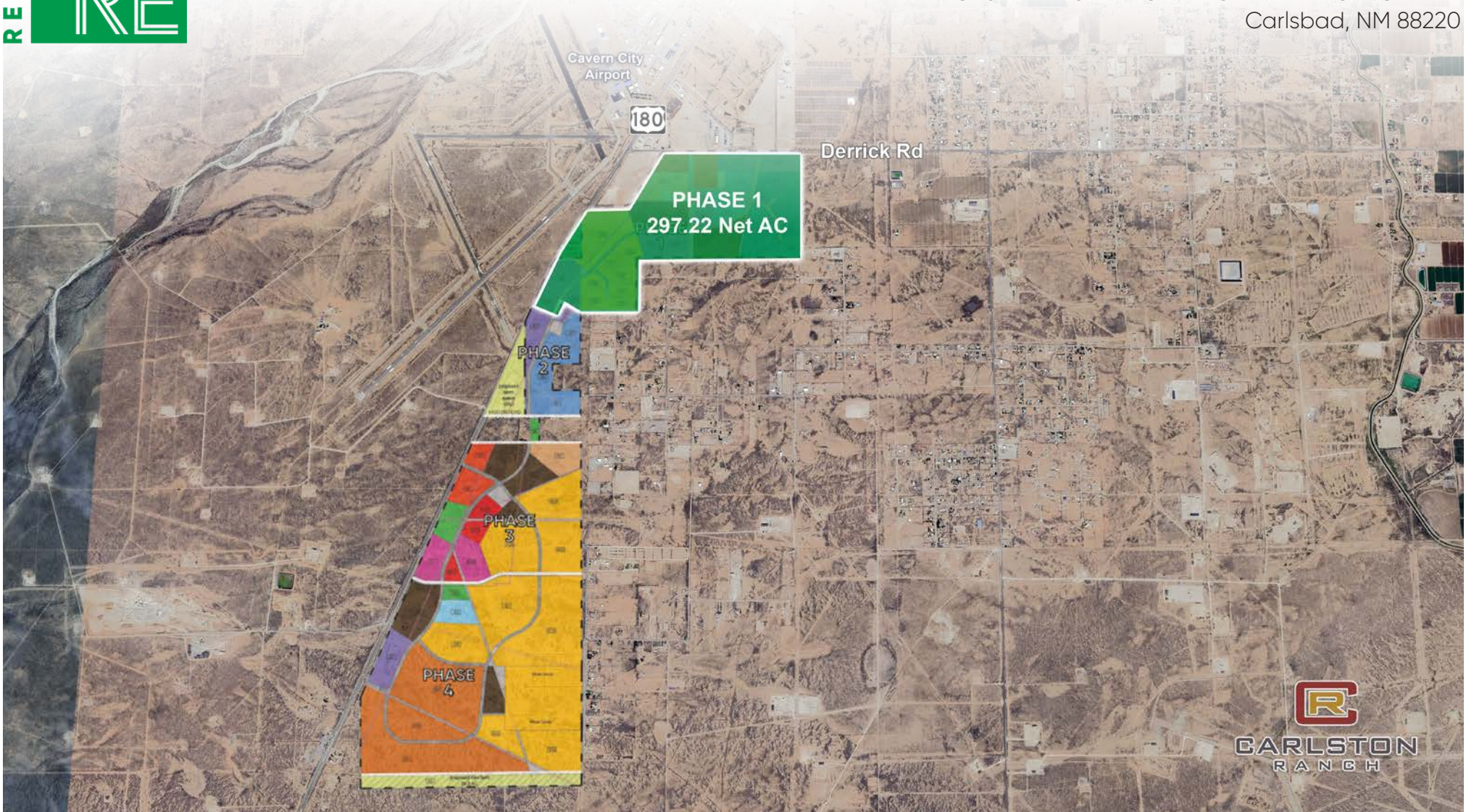




CARLSTON RANCH MASTER PLANNED COMMUNITY

SEC DERRICK RD & NATIONAL PARKS HIGHWAY
Carlsbad, NM 88220



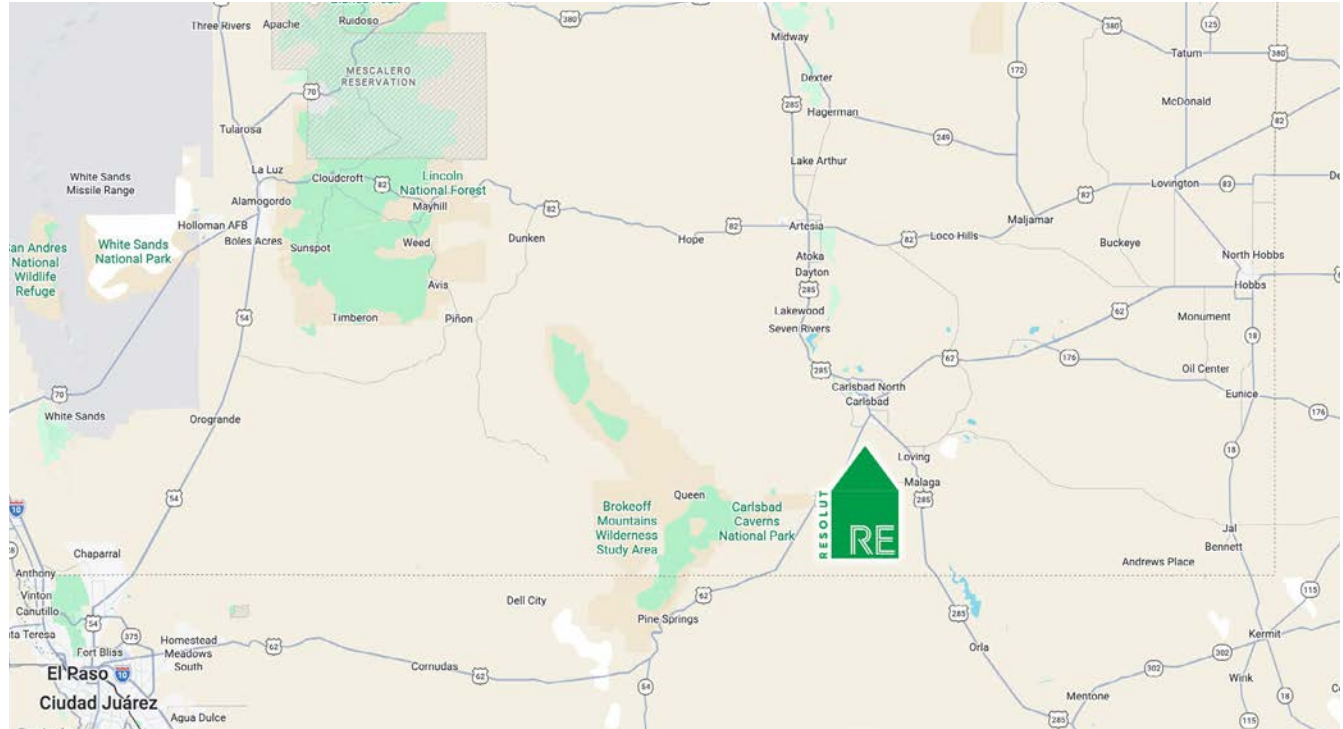
**FOR SALE, GROUND LEASE
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Peggy King
pking@resolutre.com
505.337.0777 | 505.263.2098

PROPERTY HIGHLIGHTS

- Carlston Ranch is being developed in three phases.
- Phase I includes 363.9 gross acres and 297.22 net acres, beginning at Derrick Road and running south to Aviation Way.
- Phase I offsite infrastructure has commenced.
- Phase I includes a mix of residential, apartments, commercial, business park, office, RV resort, and industrial uses.
- The master-planned community is fully platted, with approved zoning that establishes land use patterns.
- Carlston Ranch is included in the City of Carlsbad Comprehensive Plan and General Land Use Map.
- The community is supported by a 25-year development agreement with the City of Carlsbad.
- Oil companies in Carlsbad employ more than 20,000 people, making the industry one of the area’s strongest workforce drivers.



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DEMOGRAPHIC SNAPSHOT 2025



88,429
POPULATION



\$98,110.00
AVG HH INCOME



\$80,237.00
EST. DISPOSABLE INCOME



PROPERTY OVERVIEW

Carlston Ranch is a ±1,232.3-acre master-planned community in Carlsbad, New Mexico, positioned to help shape the city's growing southern corridor.

Owned by Montclair Development Corporation, the community is fully entitled, zoned, and platted, with Montclair also serving as the Declarant for the five Community Associations governing the various tracts. Annexed into the City of Carlsbad in 2018, Carlston Ranch anchors a key growth area with direct access from National Parks Highway to the west and Derrick Road to the north.

Located just east of Cavern City Air Terminal, which supports daily scheduled air service and private corporate aviation, Carlston Ranch is designed for a wide mix of uses, including residential, apartments, single-family rental, commercial, business park, entertainment, office, RV resort, and industrial development.

CARLSBAD BY THE NUMBERS

**#1 FASTEST-GROWING
CITY IN NEW MEXICO**

**TOP OIL & GAS
RESERVES IN THE NATION**

**5.9% BUSINESS
GROWTH RATE**

**500,000+
VISITORS ANNUALLY**

**88,429 ESTIMATED
MARKET POPULATION**

LOCATION OVERVIEW

Carlsbad sits at the center of one of the most active energy and employment corridors in the country. As the second-largest city in eastern New Mexico and part of the Delaware Basin, the area is supported by major industries including oil and gas, agriculture, WIPP, healthcare, and potash mining.

The Greater Carlsbad area has grown to more than 85,000 residents, driven by strong employment demand and continued regional investment. Major employers include the oil and gas sector and related service industries, WIPP, Carlsbad Medical Center, Mosaic Potash, and Intrepid Potash.

With that growth comes clear demand. Carlsbad is experiencing a significant need for additional housing, including single-family homes, apartments, and modular home communities, along with more business park, office, industrial, entertainment, and retail development.

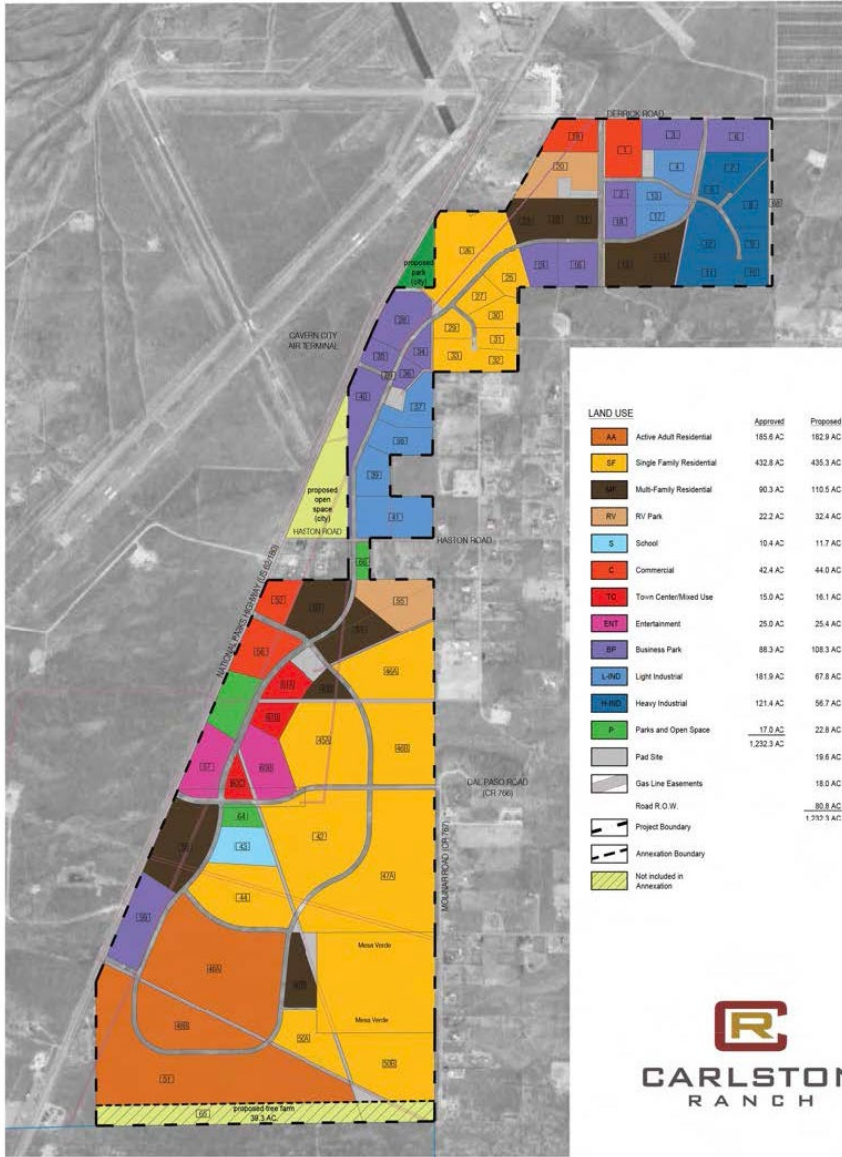
Beyond its economic base, Carlsbad offers strong quality-of-life drivers, including the Pecos River recreation area, two golf courses, Southeast New Mexico College, and access to major tourism destinations such as Carlsbad Caverns, Guadalupe Mountains National Park, Lincoln National Forest, Living Desert Zoo & Gardens, and Lake Carlsbad Recreation Area.



DISTANCE TO:

EL PASO 175 MILES
MIDLAND 150 MILES
LUBBOCK 180 MILES
ABQ 282 MILES

LAS CRUCES 207 MILES
ROSWELL 76 MILES
HOBBS 69 MILES
ARTESIA 36 MILES



PHASE I - 297.22 NET AC





LIVING IN CARLSBAD

Carlsbad is the fastest growing community in New Mexico at 15.8%. It is easy to see why. In addition to such a diverse economy, the cost of living is very attractive compared to the State and National Averages.

Based on average water usage studies the daily population within the Carlsbad Market Area is presently estimated between 86,000 and 88,429. There is a population of 169,00 +/- population living within 1 hour of the City of Carlsbad.

There is currently a shortage of housing of all types in Carlsbad. It is estimated that 20,000 workers are living in hotels which has created a shortage of hotels in the area. Retail development is essentially non-existent.

Carlston Ranch offers the solutions. We are currently working on a 50+/- acre major retail center. There are numerous shovel ready tracks available for hotel, multifamily and single family homes, retirement, manufacturing and medical facilities.

Carlston Ranch is supported by a 25-year development plan with the city of Carlsbad in which infrastructure and utilities have been and will be delivered to all sites.

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	New Mexico Averages	National Averages
HOUSING (Buy or Rent)	8% lower	16% lower
UTILITIES (Monthly)	4% lower	14% lower
FOOD	1% lower	5% lower
HEALTHCARE	5% lower	8% lower
GOODS & SERVICES	9% lower	11% lower

WORKING IN CARLSBAD

Opening a new business in Carlsbad is attractive due to its strong economy, diverse, business-friendly environment, plenty of opportunity for expansion and access to a skilled workforce. The local workforce is well paid, with a high disposable income. The estimated disposable income is \$80,237 and the average household income is \$98,110. The city has a strong manufacturing environment.

Carlsbad is the central hub for the Delaware Basin is a premiere, high-production oil and gas. As of late 2025 it produced over one-sixth of the total U.S. oil output. It is easily the highest and largest production basin in New Mexico which holds the largest oil and gas reserves in the United States. Carlsbad is also home to the sole U.S. potash mine. Potash is primarily used as a vital agricultural fertilizer. Smaller amounts are used in industrial applications including soap making and glass manufacturing. It is also a vital component in feed supplements for the development of healthy livestock and enhanced milk production.

The economy is diversified and robust, showing steady GDP growth in sectors such as life science, cleantech, hospitality and tourism.

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.

PLAYING IN CARLSBAD

Carlsbad is the gateway to premier adventures, including three national parks. Carlsbad National Park, the famous 250 million year old underground wonderland. Massive stalactites and stalagmites formed by mineral rich water are part of the caves accessible by a 750 foot descent into the caverns. From April to October, visitors can watch thousands of Brazilian free tailed bats emerge from the cave at dark. The caverns alone

bring in an estimated 500,000 visitors per year and contributes \$31.9 million to the local economy.

Guadalupe Mountains National Park features a high elevation landscape surrounded by the Chihuahuan Desert. The park is 86,000 acres which bleeds over from Texas and is known for its dramatic limestone cliffs, deep canyons and ancient fossil reef, it offers rugged, high altitude, and sparsely developed experience focused on hiking, backpacking, and horseback riding in a pristine desert ecosystem.

Lincoln National Forest is a 1.1 million acre, high elevation year round recreational destination. It spans three mountain ranges - the Sacramento, Guadalupe and Capitan. Elevations range from 4,000 to 11,550 feet. It is famous as the birthplace of Smokey Bear and features diverse landscapes ranging from cacti-covered desert to aspen forests, ideal for hiking, camping and skiing.

The Lake Carlsbad Area is a 126.6 acre oasis along the Pecos River in downtown Carlsbad. The lake features a sandy beach park, 5 miles of trails and watersports. Swimming, fishing, kayaking, paddle boarding, picnic areas and a playground are all available to locals and visitors alike.

Brantley Park located 12 miles north is New Mexico's southernmost state park, offering camping, fishing and boating.

Living Desert Zoo and Gardens State Park is known to be very relaxing, with frequent sightings of ducks and geese. The water is relatively shallow, averaging less than 15 feet in most areas.



Riverside Country Club is a longtime fixture in Southeastern New Mexico, Riverside Country Club has been serving the Eddy County community since 1942. The member-owned club offers a private golf, dining, and social experience designed around connection, hospitality, and time well spent on and off the course.

Lake Carlsbad Golf Course offers a mix of golf options for different skill levels, including a full 18-hole regulation course, a 9-hole par-three course, and a mini golf course.

The 18-hole course is a par-72 layout measuring 6,512 yards. While it is not especially long, it is designed to be challenging with tight fairways, elevation changes, small greens, and newer tees that add length and difficulty. The course sits in the foothills east of the Pecos River.

The 9-hole par-three course runs along the Pecos River and is 1,300 yards long with holes ranging from 80 to 230 yards. It can be played in under an hour and is positioned as a good option for beginners, seniors, and junior golfers. The mini golf course adds a family-friendly option for groups and casual play.

The course also highlights sustainable maintenance practices, using effluent water from the City of Carlsbad Waste Water Treatment Facility for irrigation and composted solid waste humus for tees and fairways.

TRACT 19-23 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.

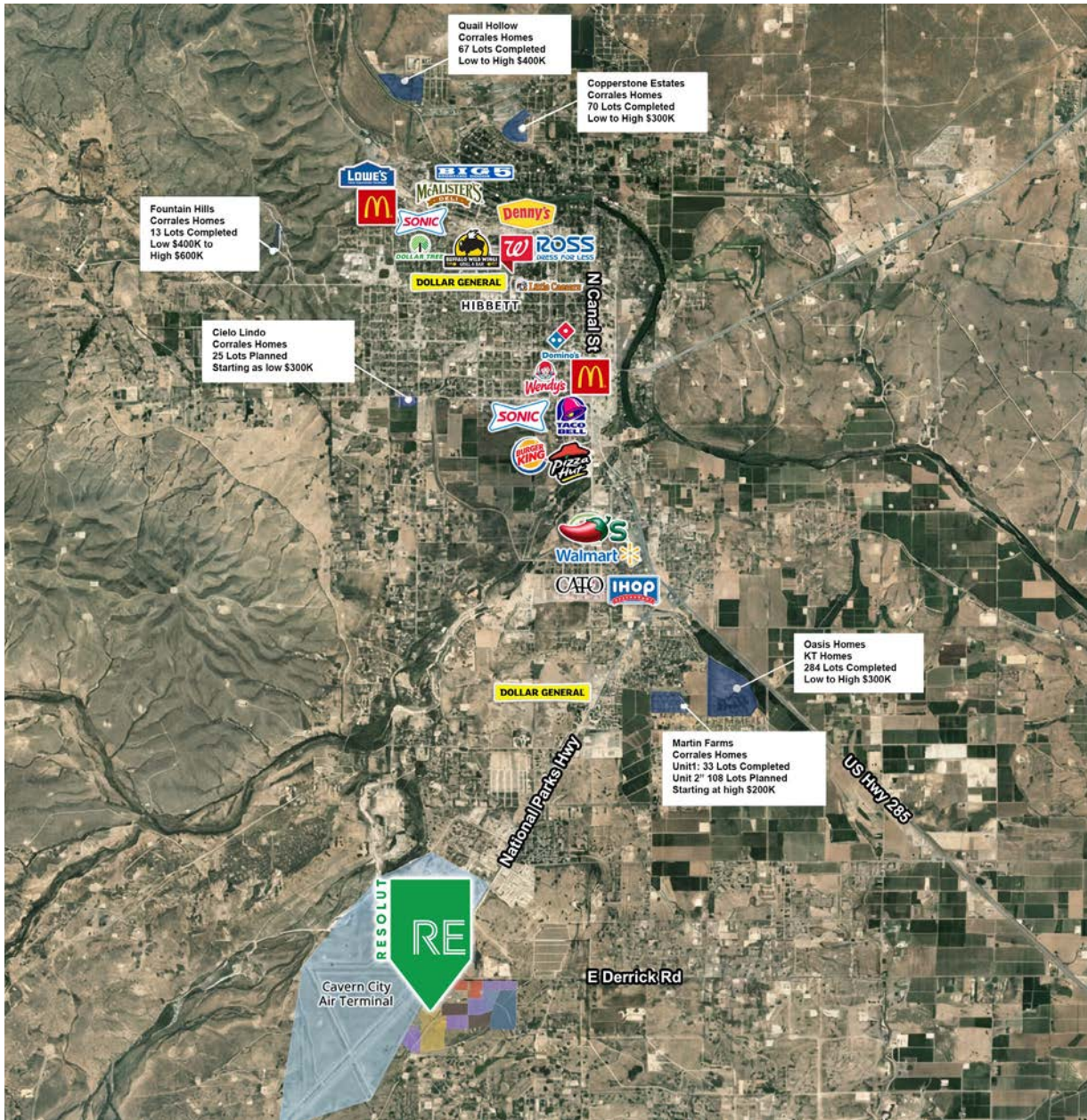
All retail sites have major thoroughfare visibility, access and a wide and varied list of approved uses.

According to the Department of Development, the 2025 sales leakage report indicated a total of \$681,000,000.

TOP LEAKAGE CATEGORIES

- Automotive
- Furniture
- Electronics
- Building Materials
- Food & Beverage
- Groceries
- Healthcare





TOP EMPLOYERS



981 Employees



600 Employees



400 Employees



262 Employees



249 Employees



200 Employees



460 Employees



352 Employees