

# JUAN URIBE

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With a mission to provide my clients with the most effective systems and services in the real estate arena, I have committed and dedicated my all to perfect the art of real estate. Listed below you will find my range of achievements and qualifications.

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## KEY SKILLS

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- Closing Complex Real Estate Transactions
- Represent Sophisticated Buyers and Sellers
- Commercial Land Development
- Structuring Real Estate Financing
- Commercial Real Estate Leasing
- Investment Sales Specialization
- Access to Private Investors
- Leasing of Industrial Properties
- Land Broker
- Ranch Sales

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## COMPANIES

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- Team Juan Uribe Real Estate, since 1986.
- Team Juan Uribe New Mexico, LLC
- Team Juan Uribe, LLC.
- My Family Farm, LLC
- Bradford in the 60s, LLC.
- Hacienda Del Camino Real LLC.
- Escondido Partners, LLC.

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## EDUCATION

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- Business Administration, Real Estate and Finance at UTEP
- Computer Science at El Paso Community College
- Agricultural School at Escuela Hermanos Escobar en Ciudad Juarez
- Studies in CCIM-Commercial Investment Real Estate Institute
- Studies in the ICSC – International Council of Shopping Centers

- Certified Negotiation Expert (CNE) – Negotiation Expertise, LLC
- Real Estate Broker in Texas
- Real Estate Broker in New Mexico
- Real Estate Broker in Arizona
- Global Property Specialist
- Property Tax Consultant

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## AFFILIATIONS

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- Texas Association of Builders
- Commissioner of the Building Standards Commission of the City of El Paso
- Board Member and Benefactor of the El Paso History Museum
- Member of the El Paso Board of Realtors and Las Cruces Board of Realtors

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## EXPERIENCE

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### TEXAS REAL ESTATE BROKER SINCE 1986

- In 2022, we closed on a multi-story office building with two parking lots on 416 N Stanton, we sold 140 acres for a new Industrial Park on I-10, we sold 5 agricultural farms in Upper Valley of Dona Ana and El Paso
- We closed on 1,125 acres in Santa Teresa for a residential development of 5,000 lots.
- In 2021, for 8 years in a row we received again the Costar Power Broker Award for top sales in the El Paso and Southern New Mexico region.
- By August of 2021, total closings year to date are \$35 million.
- In 2020, listed a portfolio of 8 properties from Mr. Paul Foster's group under the direction of William Kell and sold more than 50% of the portfolio by March of 2020.
- In 2019, Juan Uribe sold 350 Acres on Edgemere to Mr. Douglas Schwartz
- In 2019, Team Juan Uribe, listed together with CBRE, the Verde Group Portfolio (20 properties), in Santa Teresa, New Mexico. Juan Uribe personally sold 50% of the properties within the first year, for more than \$10,000,000.00 that included over 400 acres.
- In 2019, Team Juan Uribe sold a 7-story building in downtown El Paso (The Banner Building)
- In 2019, Team Juan Uribe sold a 10-story building in downtown El Paso (The International Building)

- In 2019, Team Juan Uribe, LLC. sold a portfolio of properties from Mr. Gerald Wendell, containing more than 300 acres of land in east El Paso.
- In 2019, Team Juan Uribe, LLC. sold a 30,000-acre ranch, Ojo Caliente Ranch, in Winston, New Mexico.
- In 2019, Juan Uribe was reappointed for a second term as Commissioner for Planning Commission of the City of El Paso.
- In 2019, Juan Uribe was named #2 Top Producer for the City of El Paso, According to The National Association of Hispanic Real Estate Professionals.
- Juan Uribe, LLC completed their goal for the year 2018 by generating \$53,000,000.00 for the year.
- In 2018, sold a 38,000 Acre ranch in northern New Mexico (Gallo Ranch)
- Juan Uribe was named the top number five agent for the National Hispanic Association of Realtors in February 2018.
- Juan Uribe was named CoStar Top Producer for commercial real estate for 2017.
- Juan Uribe named by CoStar as one of the Top 5 Commercial and Leasing Agents to include Top Sales Transactions for Broker firm in the El Paso market area for **2015 & 2016**.
- Team Juan Uribe San Antonio became an independent company and now consults and works with Commercial Agents in San Antonio, Texas.
- Juan Uribe became a chairman for the El Paso Board of Realtors MLS in late **2015**. Shaping the real estate industry through the local board, reviewing all new technology in the Commercial Real Estate area with input in other aspects of the organization.
- In **2015**, Team Juan Uribe, LLC was recognized by NAHREP for being the Top #1 (\$60,000,000.00 closed) team in the city Juan Uribe was also mentioned the Top Agent for the city.
- In **2015**, Juan Uribe's San Antonio team was recognized as the #1 team for Keller Williams, San Antonio with over 500 agents. We also received the award of the biggest commercial sale.
- By August **2014**, Team Juan Uribe had achieved a total closing of \$50,000,000.00 for the year.
- **2014** - Team Juan Uribe represented the Bankruptcy Court in coordinating the auction to sell three Fuddruggers in El Paso, TX for \$5.5 million dollars.
- **2013** - Partnered with Ruben Solis in San Antonio KW and thereafter awarded the top performing team for 2013.
- **2012** - Team Juan Uribe awarded a "Double Platinum Award" for closing \$26,000,000.00 and named the top real estate agent for Keller Williams San Antonio, TX.
- **2012** - Juan Uribe opened an office in San Antonio, Texas at Keller Williams, and closed \$70,000,000.00 in 14 months.
- **2011** - January and February in 2010, Juan Uribe broke all sales records closing \$7,000,000.00 in two months.
- **2010** – Juan Uribe became member of Keller Williams Commercial and opened an office in Ahwatukee, Arizona together with Mike Mendoza, one of the founders of Keller Williams.

- **2008** – Named advisor to El Paso housing authority, closed \$35,000,000.00 in sales.
- **2007** - Juan Uribe developed a 12,000 square foot shopping center, purchased a shopping center on Lee Trevino called Lee Trevino Plaza, developed a twelve-office warehouse, acquired Saul Kleinfeld Marketplace & Carwash, developed a 7,000 square foot shopping center, purchased a 4-acre tract of land in the northeast, purchased and developed a 15 acre tract of land, then sold in small parcels, and purchased six subway stores.
- **2006** - Team Juan Uribe closed approximately \$125,000,000.00 under the direction of Juan Uribe.
- **2005** - In the construction field, Juan Uribe built for his own portfolio a shopping center on Roseanne & Zaragoza, a shopping center and car wash on Saul Kleinfeld & Pebble Hills, a shopping center on Dyer & McCombs, and a shopping center on Zaragoza & Pellicano.
- **2004** – Team Juan Uribe sold \$60,000,000.00 of real estate under the direction of Juan Uribe and built a condominium project for his own portfolio at Resler & Royal Arms.
- **2003 to 1996** - Team Juan Uribe became a versatile group of professionals in the Real Estate arena having a specialist in each of the different fields of real estate.
  - Represented Deloitte & Touche for real estate consulting.
  - Leased more than 1,500,000 square feet of industrial property to several companies such as Ansell Perry, Danaher, Bobinas del Sur, American Shelter, Thompson, Tatun, Hawlett-Packard, and Foster Electric.
  - Represented many commercial tenants like Pollo Feliz, Taco-Tote, Carnitas Queretaro, First Savings Bank, Quiznos, Subway, etc.
  - Built and developed two open air centers (Saul Kleinfeld and Zaragosa) for his own portfolio.
  - Built and developed three open air centers for different clients.
  - Sold and pre-developed an old car dealer into a medical office development.
  - Sold five city blocks in downtown El Paso for *Editora Paso del Norte*, including several buildings, parking, garage, etc.
  - Sold the site and helped develop and lease Las Palmas Prestigios Power Center in El Paso, Texas.
  - Awarded
    - The Top Selling Agent in Texas for five years in a row.
    - Was also top nationwide salesperson in total sales for the Keller Williams franchise.
- **1996** - Participated in all phases of the development of 73 acres of commercial real estate, i.e., established relations with real estate directors for national users, planned sites, sold and lease properties.
  - Leased 120,000 square feet of retail space in Las Palmas.
  - Negotiated and discounted with a united states bank for an 87,000 square foot building for American Yazaki (Porvenir, Mexico).
  - Sold 73 acres to De la Vega Group.
  - Sold 20 acres to Cinemark USA.
- **1995 to 1991** – Juan Uribe sold single, multi-family and investment properties utilizing sales networks and discount real estate notes. Sold commercial land for major developers in the region and maintained active troubleshooting and negotiating involvement through closing.
  - Closed over \$67 million dollars in transactions.
  - Top producer for the city of El Paso (1991, 1992, 1993 and 1994).
  - Diamond club certificate 1994.
  - Top ten producer for the Texas realtor magazine, El Paso (June 1996).
  - Received the Excellence Award from Diario de Juarez Newspaper (1996).
- **1990** - Golden Real Estate Award / Golden de Mexico. Sold commercial real estate for investors and users specialized in Mexican investors. Sold 87,000 square foot warehouse on Rojas and Americas Ave.

- **1990 to 1987** - Real Estate Associate Re/Max of West El Paso. Developed and maintained profitable relations with new prospective clients as well as an international network of other agents.
  - \$20,000,000.00 closed in 1989.
  - Top producer for the state of Texas of all Re/Max offices in 1989.
  - Top Ten Producer – Presidents Club 1988, 1989 and 1990.
  - Re/Max Top Producer Representative for El Paso during the San Antonio Real Estate Seminar.
- **1986** – Juan Uribe begins his career in real estate and closed \$800,000 in transactions.

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## AFFILIATIONS

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- Member of El Paso MLS Board
- Member of Las Cruces, NM MLS Board
- Member of Texas Association of Realtors
- Member of International Council of Shopping Center
- Las Cruces Board of Realtors
- President of El Paso Chorale Society & Orchestra
- Texas Association of Builders

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