

SEBASTIAN ALCAZAR, CCIM

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Associate Commercial Realtor licensed in Texas and New Mexico, aspiring to complete my bachelor's degree in finance at the University of Texas at El Paso. I focus on multifamily, land and retail asset dispositions and acquisitions for our firm. I maintain a focus on client relationships, especially when it comes to one-on-one assessments, since every individual has a unique situation that needs careful attention.

EXPERIENCE

APRIL 2018 - PRESENT

COMMERCIAL AGENT SPECIALIST, TEAM JUAN URIBE LLC

Started as an assistant but quickly adapted into the field. I obtained licensure in 2019 and sold more than \$8,000,000.00 in commercial real estate in my first year. My goal was and still is creating new business relationships and applying myself in a cooperative and team working environment achieving to meet client objectives and achieve yearly sale goals.

JUNE 2019 – JANUARY 2020

REALTOR BUILDER COMMITTEE, GEPAR COMMITTEE

My experiences in this committee were adapting to the challenges on building relationships and creating a beneficial housing need for the City of El Paso.

JANUARY 2020 – JANUARY 2021

GOVERNMENT AFFAIRS COMMITTEE, GEPAR COMMITTEE

Starting shortly before the pandemic, most of our focus in this committee was diverted to assessing the challenges on meeting voter needs after the COVID-19 pandemic, going into the next presidential election.

SEPTMEBER 2021 – PRESENT

CAPITAL IMPROVEMENTS ADVISORY COMMITTEE, CITY OF EL PASO

Providing capital project management direction and advising regarding services to city staff, residents, and visitors to El Paso so they can use and enjoy improved infrastructure, facilities, and amenities for enhanced health, safety, and welfare.

EDUCATION

JUNE 2014 - 2018

CORONADO HIGH SCHOOL

I was a part of the top Orchestra in my freshman year. One my greatest experiences was performing together with some of the greatest musicians at Carnegie Hall in New York.

CONTINUED

APRIL 2021 - 2023

CERTIFIED COMMERCIAL INVESTMENT MEMBER INSTITUTE

CCIMs complete a rigorous program of advanced coursework and training in financial and market analysis, and demonstrate extensive experience in the commercial real estate industry. Upon acceptance of my portfolio of 10 sales I procured with a sum of \$22,000,000.00 in gross sales, I received recognition in this prestigious field amongst real estate professionals

JUNE 2022 - PRESENT

UNIVERSITY OF TEXAS AT EL PASO

Currently on track on completing my Bachelor's degree in general business and general finance.

SKILLS

- Detail Real Estate Investment Analysis
- Financial Analysis of Real Estate Models
- Professional in Real Estate Negotiations
- Perseverance and Work Ethic
- Great Investigative Skills
- Goal-Oriented

CERTIFICATIONS & LICENSES

MICROSOFT OFFICE SPECIALIST EXCEL 2016, DECEMBER 2019

QUICKBOOKS CERTIFIED USER, FEBRUARY 2020

TEXAS REAL ESTATE SALES AGENT APRIL 2019

NEW MEXICO REAL ESTATE ASSOCIATE BROKER JULY 2020

CERTIFIED COMMERCIAL INVESTMENT MEMBER APRIL 2023