

# SEBASTIAN ALCAZAR – SIOR, CCIM

## COMMERCIAL REAL ESTATE BROKER

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Sebastian Alcazar is a SIOR Industrial Specialist and a CCIM-designated commercial real estate broker, licensed in Texas and New Mexico, with an exclusive focus on the West Texas and Southern New Mexico markets. He specializes in land development and sales, as well as the acquisition and disposition of commercial real estate assets, representing clients' best interests throughout the transaction lifecycle. Known for relationship-driven advisory, he pairs disciplined opportunity research with micro- and macro-level market analysis to identify emerging growth trends. He brings strong investment and financial underwriting capabilities, including ROI and NPV analysis, delivering timely, data-backed guidance that supports confident decision-making.

### APRIL 2018 - PRESENT

#### **COMMERCIAL BROKER SPECIALIST, TEAM JUAN URIBE LLC// TEAM JUAN URIBE NM LLC**

- 2018–2019: Built foundational expertise through market research and underwriting, with a primary focus on Opportunity Zone analysis in El Paso County, identifying growth corridors and supporting firm-wide investment research.
- 2019–2020: Earned real estate licensure and closed \$8.0M+ in commercial transactions across commercial land and multifamily, navigating shifting interest-rate conditions while maintaining discipline and execution across active escrows.
- 2021: Procured and brokered \$10.0M in total sales volume, including commercial lots in East El Paso, office buildings in Sunland Park, New Mexico, and farm tracts across Doña Ana County. Delivered solutions involving tenant improvements, land divisions, and title issue resolution to drive closings.
- 2022: Procured and brokered \$12.0M+ in total sales volume, including multiple I-10 frontage land acquisitions and the disposition of 138 acres at 12400 Gateway Blvd E (I-10 frontage) for \$8.4M.
- 2021–2023: Procured and helped manage \$5.0M+ in partnership acquisitions and dispositions involving personally vested commercial real estate interests, strengthening direct ownership-level perspective and execution.
- April 2023: Achieved the Certified Commercial Investment Member (CCIM) designation after rigorous coursework and certification exam; became the youngest active CCIM member in El Paso County and among the youngest in Texas.

- November 2023: Earned Texas Real Estate Broker licensure at age 24, becoming one of the youngest active brokers in El Paso County and among the youngest in Texas.
- 2024: Procured and brokered \$15.0M in sales volume, including commercial office buildings, shopping centers, and multiple industrial land parcels in East El Paso and the Darrington area.
- September 2024: Helped lead the team acquisition of Roberts Elementary School, where Team Juan Uribe is serving as developer and broker on behalf of the client.
- 2025: Contributed to a record year totaling \$27.6M in firm sales volume, representing approximately 25% of total firm transaction volume. Key wins included:
  - Q1: Team produced \$25.0M in sales; closed Mesa Self Storage at 6520 N Mesa for \$2,400,000.00; supported procurement and sales of a portfolio of vacant schools from Ysleta Independent School District for \$2,600,000.00.
  - Q2: Closed a record \$3.9M in warehouse/ industrial transactions, which included 15432 Quillayute Dr for \$1,650,000.00 and 13951 Dade Rd for \$715,000.00
  - Q2: Obtained Member Associate Status with the Society of Industrial and Office Realtors.
  - Q3: Closed the historic Abdou Building in Downtown El Paso (115 N Mesa St.) for \$2.7M.
  - Q4: Sold two NNN leased investment assets at 3280 N Zaragoza (including Panera and Nusenda Credit Union) for \$6.332M; negotiated and closed the subdivision and sale of a 63-acre tract in the 12000 block of Tangerine Dr., Far East Montana Vista, for \$4.599M.

## **VOLUNTEERING AND COMMITTEES**

**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 – JULY 2025**

**CAPITAL IMPROVEMENTS ADVISORY COMMITTE, 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.

**EXPERIENCE**  
**EDUCATION**

**JUNE 2021-2025**

**NAIOP – COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION**

Completed several extensive practical and applied knowledge of real estate development courses that focused in current economic trends as well as the basics of real estate financing, construction management and project management. Obtained my Certificate of Advanced Study in Real Estate Finance as well as my Certificate of Advanced Study in Commercial Real Estate Development.

**APRIL 2021 - 2023**

**CERTIFIED COMMERCIAL INVESTMENT MEMBER INSTITUE**

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. I am certified in analyzing investment properties, comparing lease to purchase opportunities and development opportunities.

**JUNE 2014 - 2018**

**CORONADO HIGH SCHOOL**

Part of the Top Orchestra in my freshman year performing viola; focus in orchestra, performed at Carnegie Hall, New York in 2015.

**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**

- Detailed Real Estate Investment Analysis
- Financial Analysis of Real Estate Models
- Professional in Real Estate Negotiations
- Skilled in Real Estate Development Solutions
- Construction Development Analysis
- Perseverance and Work Ethic
- Great Investigative Skills
- Goal-Oriented and Team Leader
- Lease to Purchase NPV Analysis
- Comparative Opportunity Analysis

## **AFFILIATIONS/ MEMBERSHIP**

- ***NAIOP – Commercial Real Estate Development Association***
- ***CoStar/ LoopNet***
- ***Greater El Paso Association of Realtors***
- ***Certified Commercial Investment Member (CCIM)***
- ***CREXi***
- ***Urban Land Institute***
- ***Society of Industrial and Office Realtors (SIOR)***

## **CERTIFICATIONS, DESIGNATIONS & LICENSES**

***MICROSOFT OFFICE SPECIALIST EXCEL 2016***, DECEMBER 2019

***QUICKBOOKS CERTIFIED USER***, FEBRUARY 2020

***LICESNED - TEXAS REAL ESTATE SALES AGENT*** APRIL 2019

***LICESNED - TEXAS REAL ESTATE BROKER*** NOVEMBER 2023

***LICENSED - NEW MEXICO REAL ESTATE ASSOCIATE BROKER*** JULY 2020

***CERTIFICATE OF ADVANCED STUDY IN CRE DEVELOPMENT*** MAY 2025

***CERTIFICATE OF ADVANCED STUDY IN REAL ESTATE FINANCE*** MAY 2025

***DESIGNATED - CERTIFIED COMMERCIAL INVESTMENT MEMBER*** APRIL 2023

***SOCIETY OF INDUSTRIAL AND OFFICE REALTORS - MEMBER ASSOCIATE*** JULY 2025

***SOCIETY OF INDUSTRIAL AND OFFICE REALTORS - INDUSTRIAL SPECIALIST*** MAY 2026

## **AWARDS**

- ***CoStar Power Broker Award 2019 – Top Sales Firm***
- ***CoStar Power Broker Award 2020 – Top Sales Firm***
- ***CoStar Power Broker Award 2021 – Top Sales Firm***
- ***CoStar Power Broker Award 2022 – Top Sales Firm***
- ***CoStar Power Broker Award 2023 – Top Sales Firm***
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- ***CoStar Power Broker 2022 Q4 – Top Sale***
- ***CoStar Power Broker 2023 Q1 – Top Office Lease***
- ***CoStar Power Broker 2023 Q2 – Top Retail Lease***
- ***CoStar Power Broker 2023 Q2 – Top Office Lease***
- ***CoStar Power Broker 2023 Q2 – Top Sale***
- ***CoStar Power Broker 2024 Q1 – Top Industrial Lease***
- ***CoStar Power Broker 2024 Q1 – Top Sale***
- ***CoStar Power Broker 2025 Q1 – Top Sale***
- ***CoStar Power Broker 2025 Q2 – Top Sale***
- ***CoStar Power Broker 2025 Q4 – Top Sale***
- ***City of El Paso Top Real Estate Producers 2019 – Diamond Club***