JUAN URIBE

7001 Westwind Dr., suite 100
El Paso, Texas 79912
Office: (915) 585-0007
Fax: (915) 842-0010
juan@teamjuanuribe.com

QUALIFICATIONS

- Closing High-End Real Estate Transactions
- Representing sophisticated Buyers and Sellers
- Generating development projects
- Structuring Real Estate financing
- Real Estate Leasing and Management
- Real Estate Investments
- Developer of Commercial Real Estate
- Developer of Industrial properties
- Industrial, Commercial, and Residential Real Estate Brokerage in Mexico
- Owner/Operator of Restaurant

ABOUT MY COMPANIES

- Team Juan Uribe Real Estate is in business since 1999. Approximately $500,000,000.00 dollars in Real Estate sales
- Team Juan Uribe Management LLC
- Keller Williams Commercial - Phoenix, Arizona

EDUCATION

- Business Administration, Real Estate and Finance at UTEP
- 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
- Rear Estate Broker in Arizona

EXPERIENCE

Texas Real State Broker since 1986

- **2010 YTD** – After surviving the recession, in January and February of 2010, Juan Uribe broke all sales records closing $7,000,000.00 in two months.
  Juan Uribe has become a member of Keller Williams Commercial and open an office in Ahwatukee, Arizona together with Mike Mendoza one of the funders and top producers of Keller Williams.

- **2008** – Named Advisor to El Paso Housing Authority, closed $35 million in sales in a tough market. Established El Paso Adobe Hacienda, LLC (Redevelopment of Dance Hall into an event center. Currently negotiating to bring in Ciro's Mexican Restaurant as a franchisee). El Paso Railroad Depot, LLC. Currently working on redevelopment of 420 N Campbell. This will incorporate two restaurants and establishment of a museum in this historic building.

- **2007** - As developer Juan Uribe was partner of JJJJ LLC (developed a 12,000 square foot shopping center), El Papu LP (Purchased a shopping center on Lee Trevino called Lee Trevino Plaza), Dynamic Assets, LP (Developed twelve office-warehouse), Saul Kleinfeld Marketplace & Carwash, LP (Developed a 7,000 square foot shopping center), Urkost LLC (Purchased a 4 acre tract of land in the northeast), Zaragosa Power Center LP (purchased and developed a 15 acre tract of land, then sold in small parcels), Uribe Investments LP, 4 J's Salads LP (Purchased six subway stores).

- **2005 – 2006** - Team Juan Uribe closed approximately $175,000,000.00 dollars under the direction of Juan Uribe. In the construction field, Juan Uribe built for his own portfolio a Shopping Center on Roseann & Zaragosa, a Shopping Center and Car Wash on Saul Kleinfeld & Pebble Hills, a shopping center on Dyer & McCombs and a shopping center on Zaragosa & Pellicano.

- **2004** – Team Juan Uribe sold $60,000,000.00 dollars of Real Estate under the direction of Juan Uribe and built a condominium project for his own portfolio at Resler & Royal Arms.

1996 TO 2003

- TEAM JUAN URIBE
  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 to several companies like Angell Perry, Danaher, Bobinas del Sur, American Shelter, Thompson, Tatun, Hawlett-Packard, Foster Electric.
    - Represented many commercial tenants like Pollo Feliz, Tacotote, Carnitas Queretaro, First Savings Bank, Pollo Loco, Quiznos, Subway Eat.
    - Built and developed for my own portfolio 2 open air centers (Saul Kleinfeld and Zaragosa)
    - Built and developed for other customer 3 open air centers.
    - Sold and pre-developed an old car dealer into medical office development.
    - Sold 5-city block downtown El Paso for Editora Paso del Norte, including several buildings, parking, garage, etc.

- REAL ESTATE DIRECTOR
  Las Palmas prestigious Power Center in El Paso, TX

- AWARDED
    - The #1 selling agent in Texas for 5 years in a row.
    - In 2000, I was #1 nationwide in total sales for the Keller Williams franchise.

1995 TO JULY 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

1991 TO 1995

I sold single, multi-family and investment properties utilizing sales networks and discount real estate notes. I 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 Excelencia Award from Diario de Juarez newspaper (1996)

1990 – 1990 GOLDEN REAL ESTATE AWARD / GOLDEN DE MEXICO

- I sold high-end homes. Sold commercial Real Estate for investors and users specialized in Mexican investors.
- I pre-sold 87,000 square foot warehouse on Rojas and Americas Ave.

1987 – 1990 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 million 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 – 1987 REAL ESTATE ASSOCIATE INVESTORS REAL ESTATE

- I learned the process of dealing, creating and financing Real Estate.
- I closed $800,000 in transactions.

FORMER AFILIATIONS

- Partner with Keller Williams – through 2003
- Member of the El Paso Zoning Board of Adjustment
- Member of Texas Association of Realtors
- Member of International Council of Shopping Centers
- Partner with Deloitte and Touché, Mexico.