



Board Appointment Form

City Clerk's Office

Appointing Office	Representative Isabel Salcido, District 5
Agenda Placement	Regular
Date of Council Meeting	03/12/24
Name of Board	City Plan Commission
Agenda Posting Language	
Appointment of Juan Uribe to the City Plan Commission by Representative Isabel Salcido, District 5	
Appointment Type	Regular
Member Qualifications	
See resume	
Nominee Name	Juan Uribe
Nominee Email Address	[REDACTED]
Nominee Residential Address	[REDACTED]
Nominee Primary Phone Number	[REDACTED]
Residing District	District 1
City Employed Relatives	N/A
Prior Board Membership	
Capital Improvements Advisory Board and City Plan Commission	
Real estate owned in El Paso County	
Capital Improvements Advisory Board and City Plan Commission	
Previous Appointee	Dion Castro
Reason for Vacancy	Term Expired
Date of Appointment	03/12/24
Term Begins On	05/02/24
Term Expires On	05/01/26
Term	First Term

JUAN URIBE

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.

KEY SKILLS

- 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

COMPANIES

- 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.

EDUCATION

- 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

AFFILIATIONS

- Director of Texas History Foundation
- 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

EXPERIENCE

TEXAS REAL ESTATE BROKER SINCE 1986

- In 2023, Team Juan Uribe closed \$95,000,000 in Real Estate.
- 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
- In 2022, Juan Uribe was appointed to serve as Commissioner for the Building Standard's Commission of the City of El Paso.
- We closed on 1,125 acres in Santa Teresa for a residential development of 5,000 lots.
- In 2023, for 10 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)
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- 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 Fuddruckers 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.

AFFILIATIONS

- 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