

# Broker Profile

---



Edward Villareal is the founder and principal of South Texas Commercial Real Estate. Edward has worked in commercial real estate for 15 years with a focus on the US / Mexico border and specifically Laredo and McAllen, TX. Throughout his career, Edward has leased or sold in excess of 9 million square feet of industrial space.

Previous to starting his own company, Edward spent 13 years with Best White LLC. He started his career with Best White in the Monterrey, Mexico office before moving to Laredo, TX to open that office for Best White in 2000. At that

time Edward spent his time working on both sides of the US / Mexico border with a focus in the industrial sector.

In 2003, Edward was instrumental in the start up of the McAllen office for Best White LLC. Edward moved to McAllen in 2006 to work in that office while continuing to maintain a presence in Laredo on a weekly basis.

Today, Edward's time is spent between the McAllen and Laredo markets with some increased focus on the Mexican side of the border. His role is now more focused on the Tenant / Buyer side of the transaction but does maintain some significant listings in the region. In addition, Edward has expanded his area of expertise to the office sector handling several corporate, tenant rep assignments throughout South Texas.

Edward is a licensed real estate agent in Texas and a candidate for SIOR membership. Edward is a graduate of Boston College (1998) with degree in Accounting, Minor in Computer Science. Edward is active in civic work including his role as Treasurer for Good Samaritan Community Services- Rio Grande Valley, among others. He lives in McAllen and is married with three children.

## Noteworthy Transactions-

- Listings
  - Tres Puentes Portfolio – 312,120 square feet – McAllen - 2013
  - Cardinal Industrial – 100,000 SF - 2013
  - Armed Forces Bank – 50 acres – Laredo - 2012
  - Vanity Fair – 260,000 square feet – McAllen - 2010
  - Capote Intl. Business Park – 640,000 SF/ 500 acres – McAllen – 2007 to present
  - Verde Realty – 2.2M square feet – McAllen – 2006
  - Five Star Development – 620,000 square feet – Laredo/ McAllen – 2005
  - Verde Realty – 1.3M square feet – Laredo – 2002
  - Embarcadero Business Park – 1200 acres - Laredo – 2000
- Transactions
  - Prolamsa – 138,000 square feet – Laredo – 2013
  - Dicex International – 120,000 square feet – Laredo - 2013
  - Welldex Logistics – 84,800 square feet – Laredo - 2013
  - Tres Puentes Portfolio sale – 312,120 square feet – McAllen - 2013
  - DHL – 75,000 square feet – McAllen - 2012
  - EXEL, Inc. – 252,000 square feet – Laredo – 2012
  - DHL – 120,000 square feet – Laredo – 2011
  - Ozburn Hessey- 300,000 square feet – Laredo – 2011
  - Sony Electronics – 240,000 square feet – Laredo - 2010
  - Expeditors – 220,000 square feet – Laredo - 2010
  - Springs – 350,000 square feet – McAllen - 2007