

# Broker Profile

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Edward Villareal is the founder and principal of South Texas Commercial Real Estate. Edward has worked in commercial real estate brokerage for 25 years with a focus on the US / Mexico border and specifically Laredo, McAllen and Brownsville, TX. Throughout his career, Edward has leased or sold in excess of 30 million square feet of industrial space (not including land).

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 his family to McAllen in 2006 to work in that office while continuing to maintain a presence in Laredo on a weekly basis. Edward was consistently a top producer for Best White helping to create the most dynamic industrial brokerage team on the US Mexico border and in Mexico.

Today, Edward's time is spent between the Laredo, McAllen and Lower Rio Grande Valley (Harlingen / Brownsville) markets. His role is evenly focused between the Tenant/ Buyer and Landlord / Seller sides of respective transactions. 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 broker in Texas and a member of SIOR (2015). Edward is a graduate of Boston College (1998) with degree in Accounting, Minor in Computer Science. Edward is active in civic work including his past and current board membership for Good Samaritan Community Services- Rio Grande Valley, School Board Member at St. Johns Episcopal Day School among others. With homes in both markets, Edward spends his time evenly between McAllen and Laredo and is married with three (teenage) children. His twin boys currently enrolled as freshman at TCU in Fort Worth, TX (Go Frogs!).

## Noteworthy Transactions-

- Listings
  - Laredo Industrial (Washington Capital) – 1.3M square feet – Laredo
  - Cardinal (McAllen) Portfolio – 1.2M square feet - McAllen MSA
  - Capote Farms – 300 acres - McAllen MSA
  - Hager Pacific Portfolio – 800,000 square feet – McAllen MSA/ Laredo
  - Tres Puentes Portfolio – 320,000 square feet – McAllen MSA
  - Embarcadero Business Park – 1200 acres - Laredo – 2000
- Transactions
  - Borg Warner (Landlord Rep) – 130,000 SF – Laredo - 2022
  - Interlink (Landlord Rep) – 80,000 SF – McAllen – 2022
  - EXEL (Tenant Rep\*) – 152,000 Sf – Laredo - 2022
  - Emerson Tool (Tenant Rep\*) – 260,000 SF – McAllen – 2022
  - Unitec Building Sale (Seller Rep) – 80,000 SF – Laredo – 2022
  - Woodcrafters (Tenant Rep\*) – 100,000 SF – McAllen - 2022
  - Harrison Building sale (Seller Rep\*) – 667,586 SF – Harlingen - 2022
  - Source Logistics (Landlord Rep) – 260,000 SF – Laredo – 2022

**\* Full list of transactions available upon request**