

# Eddie W. Karam



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## SUMMARY

A real estate professional with 30+ years of executive experience in both the commercial and residential markets. Wide and varied history of creating new projects from the ground up; to specializing in renovation and rehabilitation of time worn, underutilized properties ripe for repositioning. Excellent communication and negotiating skills. Well regarded, with a long track record of consummating complicated transactions on time and within budget. Strong professional relationships with financial institutions and private equity sources that finance real estate projects. Very involved in community activities, having served on several Boards in both El Paso and Austin.

## EXPERIENCE

### Brokerage and Consulting

Continuously operated as a sole proprietorship from 1974 to present, doing business as the Karam Company, brokering and consulting for third parties. Currently in the third year of a consulting contract with the El Paso Housing Authority performing various real estate related duties including lease negotiations with commercial tenants, liquidation of excess inventory and site selection for new projects.

### W. F. Karam, Inc.

Employed by W.F. Karam, Inc., a real estate investment and development firm, in 1988, to evaluate the ongoing viability of the firm pending the founder's retirement. Promoted to President in 1994, and subsequently bought 76% of the stock. Expanded to Central Texas in 2004. Developed new and renovated old projects in three states. Those projects have included almost every aspect of real estate development that can possibly be classified as commercial, residential, or industrial real estate. From retail to warehousing and residential to multi-family, our projects have been broad and varied.

### K & D Development Inc.

Purchased stock in K&D Development, Inc. in 1979. Negotiated contracts and arranged financing to develop and construct many commercial real estate projects in El Paso and Southern New Mexico. Sold the company to a larger firm in 1984.

## EDUCATION

BBA: University of Texas at El Paso REAL ESTATE: CCIM 101 and 102

Numerous courses on real estate development, management and law during my 30+ years in the real estate business.

## CIVIC INVOLVEMENT:

Past:

- Appointed by the El Paso City Council to serve three years on the Zoning Board of Adjustment.
- Served on Fiscal Subcommittee of the Charter Amendment Commission for the City of El Paso.
- Appointed by the El Paso City Council to serve two years on the Board of the El Paso International Airport.
- El Paso has one of the largest Airport industrial park developments in the United States.
- Church activities included Senior and Junior Warden positions at St. Clements Episcopal Cathedral in El Paso.



Present:

- Board member of the Municipal Utility District #19 in Austin, TX.
- Social committee Board President at Barton Creek Country Club in Austin.
- Fundraising Chair for the Annual Samaritan Center Golf Tournament in Austin.
- Board Member of the Strategic Housing Finance Corporation for the Travis County Housing Authority

## PROJECT SUMMARY- HIGHLIGHTS

### Commercial:

- Developed, built and sold 24 Office Condominiums in West El Paso- 38,400 square feet on 5 acres.  
Retail Value \$4,224,000
- Developed, built and sold 43 Office/ Showrooms in East El Paso- 55,900 square feet on 5 acres.  
Retail Value \$6,000,000
- Developed 25,000 square feet of Office Condominiums in East El Paso.  
Retail Value \$2,750,000
- Bought, renovated, expanded, leased and sold 96,000 square foot retail center in West El Paso.  
Retail Value \$4,400,000
- Bought, renovated, leased and sold Industrial buildings in East El Paso- 138,104 square feet.  
Retail Value \$4,305,000
- Bought, renovated, leased and sold over 1,000 apartment units throughout the Southwest.  
Retail Value \$40,000,000
- Leased and sold 100,000 square foot office building for the El Paso Chamber of Commerce.  
Retail Value \$2,200,000
- Acquired and sold notes receivable secured by individual parcels of land.  
Retail Value \$4,000,000
- Bought and sold small hotel in Rio Rancho, New Mexico.  
Retail Value \$1,100,000

### Land:

- 100 acre development in Fredericksburg, Texas- 250 single family lots, 25 acres of commercial.  
Retail Value \$14,000,000
- 30 acres in San Marcos, Texas-near Outlet Malls- Commercial lots for hotel and retail.  
Retail Value \$5,000,000
- Bought six ranches in the Texas Hill Country -Fredericksburg, Kerrville and Johnson City.  
Developed into Ranchettes and sold over 10,000 acres. Retail Value \$35,000,000
- Finished and sold 180 acre residential mountain development after foreclosure by First National Bank in El Paso, Texas. Retail Value \$3,500,000
- Brokered 20 acres in East Austin, near Formula 1 -Circuit of the Americas Track.  
Retail Value \$500,000
- Brokered 50,000 square foot lot in Central Austin for Carpenter's Union.  
Retail Value \$3,300,00
- Bought and sold numerous tracts of land in Las Cruces, Albuquerque and Rio Rancho New Mexico.  
Retail Value \$4,000,000
- Site selections for McDonald's, Quiznos and the Episcopal Church



## **Residential:**

- Foreclosures- over 1,000 homes bought, renovated and sold in El Paso, Midland, Lubbock, Austin, San Antonio and Phoenix.  
Retail Value somewhere over \$100,000,000