

# ERNESTO URANGA

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**RE/MAX CLASSIC REALTY**

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Throughout my 36 years of experience in helping clients locally and being involved in civic and government associations, I have acquired the knowledge of the area in reference to population and economic growth. I have generated an extensive client base through aggressive marketing and personal referrals from satisfied buyers and sellers. Demonstrated excellent negotiating skills as well as attention to detail and clients' needs resulting in 100 percent customer satisfaction.

My Real Estate background began as a Broker with Coldwell Banker de Wetter Hovious, Inc. in Las Cruces, NM. After that I was co-owner of Century 21 A Plus and now a Real Estate Broker at RE/MAX Classic Realty, Inc. These national/international companies update me with the latest Real Estate Technology giving me exceptional prospecting skills to help you in a professional manner allowing you the peace of mind, that I can assist you in any of your Real Estate needs.

## NOMINATIONS AND ASSOCIATIONS:

Accredited Commercial Professional 2018

RE/MAX 2017 Top Selling Agent 2017

RE/MAX Hall of Fame

RE/MAX Chairman Club Member.

RE/MAX Platinum Club Member

RE/MAX 1st. Place Closed Transactions Individual NM 2006

RE/MAX Multi-Million Producer 18.4 Million in 2006

RE/MAX 1st Place Paid Commissions COMMERCIAL NM 2010

Century 21 A Plus Co-owner

National Realtor Association

New Mexico Realtor Association

Las Cruces, NM Realtors Association

Coldwell Banker Broker

Co-founder of The Hispanic Chamber of Commerce de Las Cruces NM.

Dona Ana County Planning and Zoning Commissioner

Great Chamber of Commerce of Las Cruces NM

Hispanic Chamber of Commerce de Las Cruces NM



## EDUCATION

Licensed New Mexico Real Estate Realtor

Business Ethics in Real Estate

Contract Strategies

Real Estate Trust Accounts 2018

Anatomy of Commercial Lease 2018

Hot Market Strategies 2018

Accredited Commercial Professional

Millennials are Changing Real Estate 2018

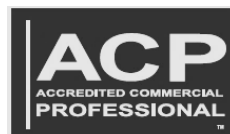
Introduction to commercial investment Real Estate Analysis (CCIM)

CI101 Financial Analysis for Commercial Investment Real Estate

Real Estate related investment in IRA's and Qualified Plans

Working with First-Time Home Buyers and MFA program

Leasing & Managing Residential Real Estate Building a Strategic-Plan (training)



PRODUCTION FOR 2005 9.1 MILLION  
PRODUCTION FOR 2006 18.4 MILLION  
PRODUCTION FOR 2013 4.4 MILLION  
PRODUCTION FOR 2014 4.1 MILLION  
PRODUCTION FOR 2015 5.7 MILLION  
PRODUCTION FOR 2016 5.0 MILLION  
PRODUCTION FOR 2017 8.4 MILLION

**Residential • Commercial • Land • Multifamily • Investment Properties**