

# Anita Maestas

## Commercial and Residential Qualifying Broker

505-463-3565

anita@maestasrealty.com

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### Professional Experience

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Maestas Real Estate Services, Inc.

December 2014 - Present

#### **Qualifying Broker & Owner**

Licensed as a Real Estate Broker since 2002. I currently specialize in both Commercial and Residential sales representing both Buyers and Sellers, Tenants and Landlords. I also oversee two Associate Brokers and one Transaction Coordinator that work under me.

- Highly skilled in negotiating contracts and closing transactions
- Proven track record of achieving and exceeding sales goals
- Experienced in managing a team of brokers and support staff
- Proficient in maintaining accurate records and data to ensure compliance with state and federal regulations
- Highly organized, with the ability to multitask and prioritize tasks

Elite Physique Gym & The Open Gym

December 2014 - Present

#### **Owner**

Gym owner with a deep passion for fitness and over ten years of experience in the industry. I started my journey while personal training, then fitness competitions, eventually opening my own gyms which have grown to 2,100+ members. Committed to promoting health and wellness within the community. A successful track record of operating multiple gym locations. Committed to creating welcoming spaces that promote health, wellbeing, and mind body connection.

- Currently managing a second gym location expansion in the Far Northeast Heights.
- Managed a successful opening of Elite Physique Gym in 2014 and managed all aspects of day to day operations for the last 9 years.
- Develop and implement marketing strategies to increase customer base and profitability
- Develop and manage budget, including payroll, expenses, and capital investments
- Manage the design of the gym layout and equipment selection
- Organize and execute special events and activities to increase customer engagement

DR Horton America's Builder

August 2018 - Present

#### **Qualifying Broker**

As DR Horton's Qualifying Broker I work with the Division President, Sales Manager, and Marketing Manager to oversee the daily management of Sales People in regards to Real Estate Commission Licencing, Continuing Education, License Renewals, Transfers, MLS Listing Management, and communication as needed with all sales people. I am available for advisement and support to management and sales 7 days a week.

- Develop and maintain relationships with real estate professionals
- Developed and implemented policies and procedures regarding real estate laws and compliance
- Oversee all listings in MLS
- Responsible for qualifying, and management of salespeople as it pertains to MLS listings, operations, and Real Estate Commissions Compliance

# Education

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Certified Commercial Investment Member  
**Enrolled in CCIM Designation** | Present

Kaplan Real Estate School at Albuquerque  
**Real Estate Qualifying Broker License in Real Estate** August 2002 - December 2002

Anderson School of Management at University of New Mexico  
**Bachelor of Business Administration in Entrepreneurial Studies** August 1997 - May 2002

The Entrepreneurial Studies Track offered me hands-on experience in new venture creation, entrepreneurial finance, business planning, professional selling, and managing small businesses.

As a Senior at Anderson my groups and I worked directly with small businesses to prepare business plans and to provide business owners specific market research to help their businesses thrive. Below are a list of a few tasks I regularly performed while at Anderson:

- Developed innovative business models for startup companies
- Conducted market research to identify target audiences for new products
- Developed and implemented effective marketing strategies
- Researched industry trends and kept up to date on current business practices
- Analyzed financial data and prepared reports for internal and external stakeholders

La Cueva High School at Albuquerque, NM  
**Diploma** August 1993 - May 1997

# Key Skills

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- Expert in Sales and Marketing
- Excellent Customer Care and Client Services
- Knowledge of Real Estate Laws and Practices
- Proficient knowledge of economics and financing
- Skilled Knowledge of Media, Social Media, and Communications
- Knowledge of land and building development, as well as construction
- Excellent Interpersonal Communication Skills
- Excellent in negotiation, critical thinking, decision making, and listening

# Accomplishments

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Some of the Listed and Sold Multi-Family While at CBRE

Broadstone Heights 300+ Units

Vistas At Seven Bar 500+ Units

The Pavillions 200+ Units

Villas at La Privada 500+ Units

The Sliverado 200+ Units

La Mirage 200+ Units

Prisidio 300+ Units

La Ventana 300+ Units

Penn Square 100+ Units

Indigo Park 100+ Units

Mountain Run Apartments 500+ Units

Spring Park Apartments 200+ Units

The Enclave Apartments 200+ Units  
Academy Square 50+ Units  
Mesa Ridge Apartments 300+ Units  
Odyssey Apartments (formerly Vistas at Seven Bar) 400+ Units

Some of the Listed and Sold Land While at CBRE  
SkyStone Apartments Land 13 Acres  
Wesland Development Multiple Parcels  
UNM Multiple Land Parcels  
APS Multiple Land Parcels  
Bohannon Houston Development for Olympus Encantada  
Bohannon Houston Land for Gallas Chevrolet  
Andalucia land marketing  
La Bajada Hill land marketing

Residential Real Estate Listed / Sold  
Over 300 land, residential, and new construction properties sold totaling over \$95,000,000 of Single Family Real Estate

## References

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Steve Monroe | CCIM | Marketing Manager  
**Mentor and Sales Partner CBRE Multi-family Group**  
210-426-1800  
steve.monroe@oldhamgoodwin.com  
November 2002 - May 2006

Michael Schiffer | Former First Vice President  
**Mentor and Sales Partner CBRE Land Services**  
505-321-2668  
September 2006 - May 2010

Carlos Santoliquido  
**Former General Manager at Elite Physique Gym**  
415-404-8934  
csatoliquidotraining@gmail.com  
January 2017 - July 2020