



*Profiles in*

# REAL ESTATE

EL PASO AGENTS & BROKERS



**REAL ESTATE** WEEKLY

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# Fernando & Yvette Zuluaga



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*Commitment*

**How long have you been a REALTOR?**

*Yvette:* "I've been a REALTOR® since 1989, so it's been 27 years."

*Fernando:* "I've been a REALTOR® for 19 years."

**How long have you lived in El Paso?**

*Yvette:* "I was born in El Paso, but we left when I was 6. We lived in Houston and San Antonio and came back when I was 17 and have lived here ever since. I've always been a Texan and proud of it. My husband is military and I did leave with him for three years. We were stationed in Louisiana and Germany, and then we came back."

*Fernando:* "I was stationed at Fort Bliss during my military career, but moved to El Paso in 1997."

**Do you have any awards or titles?**

*Fernando:* "I've been the broker of the company for over 10 years. We are both members of the Greater El Paso Association of REALTORS. I am certified by the Texas Real Estate Commission to teach real estate classes at the board of REALTORS® and the Academy of Real Estate."

**What do you most enjoy about the Real Estate**

**business?**

*Yvette:* "We enjoy helping people find their home, both in sales and in rentals. We specialize in residential property management, so we can help homeowners rent out their home."

**Which neighborhoods or types of buyers/sellers do you specialize in?**

*Yvette:* "We don't focus on any one neighborhood. We rent and sell properties throughout the El Paso area."

**Did you pursue a different career before real estate? What was it and how does it add to your abilities as a REALTOR?**

*Yvette:* "My husband is retired military. We have a big military clientele — probably 60 percent of our clients are military, between owners and tenants. We are a military family. My father-in-law was retired sergeant major. My husband retired from his military career in 1997 as a Senior Non-Commissioned Officer. I've been a military wife. Because of our military background, we understand the needs of military families."

**Are you married? Do you have children? Please tell me about your family.**

"We've been happily married for 23 years. We have five beautiful children; J.J., Sahara, Jon, Angie & Lance. 3 are married and have started their own families and have given us 4 precious grandchildren. We are proud to say we are a family owned business and have been from the beginning. Our daughter, Sahara, graduated from UTEP and came to work with us in the business. My parents work with us and so does our niece. We're 3 generations working together, managing more than 700 properties."

**Who has been a large influence for you in your real estate career?**

*Yvette:* "My father-in-law, James Henderson. He'd been in the real estate business since the '70s. The company was originally owned by him since 1977 and I came to work with him in 1989. He was my rock. He taught me the business. He just recently passed away a couple years ago, but when he was able we would pick him up every day and bring him to the office. He was 86 years old when he died, but he was still coming to the office up until his last year. He was our mentor. Anyone who's been in real estate in town a long time knows my father-in-law, James Henderson."

**If you could put one word on a billboard for all to see, what would that word be?**

*Yvette:* "Commitment. We are committed to our family, children, grandchildren, business and our clients."



\*Photo of Alpha Company, 1st Battalion, 7th Marine Regiment taken by Antonio Rosas, U.S. Marine Corps.



Discover more about Fernando & Yvette Zuluaga  
on [HomesofElPaso.com](http://HomesofElPaso.com)

# Helping You From Start to Finish

## RICK HOOPER

915.342.3425 [eptxrealtors@gmail.com](mailto:eptxrealtors@gmail.com)

**How long have you been a REALTOR?**  
Ten years.

**What do you most enjoy about the Real Estate business?**

Diversity and being able to help people to fulfill their dreams and get people to be more confident. I like to see confidence in people. I like to see happiness.

**How long have you lived in El Paso?**  
Eleven years.

**Do you have any awards or titles?** (Ex. "Top Selling Agent in EP in 2015")

As far as individuals awards for El Paso, no. I actually switched brokerage from Majestic Realtors to Keller Williams. At Majestic, I was a top producer there. I also have several designations.

**Which neighborhoods or types of buyers/sellers do you specialize in?**  
(Mission Hills, Five Points, Military, Seniors, etc.)

All. I don't have one specific area, but I do a lot of pre-sales for homes not yet built.

**Are you involved in any charities or community organizations?**

The organization I'm with right now is the tech committee, which is the committee that oversees the MLS and all the functions that it has to offer, and possibly other technologies that we may be implementing in the real estate industry here in El Paso.

**What do you do just for fun? Hobbies?**

I love to travel. I'm from the island of Jamaica. I can't speak for everyone from the island, I do love to travel. I enjoy travelling, trying different things, different foods, and getting to know different cultures and road trips.

**Did you pursue a different career before real estate? What was it and how does it add to your abilities as a REALTOR?**

Before this, I worked with Verizon in New York. But prior to that, as far as a sales background, I grew up in Jamaica and one of my first jobs was at a record store. I used to

sell records. That's not an easy job. People think it is, but it's not an easy job. You have to know what people like, their taste in music, and be able to recognize all the different genres, artists and musical instruments. That's where my sales background comes from.

**Are you married? Do you have children? Please tell me about your family.**

No. I have no kids. I'm not married. I'm the only one here in El Paso. Everyone else is on the islands or in New York.

**Who has been a large influencer for you in your real estate career?**

I can't say there's just one person. I've met so many great realtors through the years. It's very hard to just name one. On my journey from being just a builder's rep all the way up to a realtor, I've seen and spoke to a lot of different seasoned realtors that I've gotten more knowledge from, including my past broker. So, it's across the board.

**Which schools have you attended? Degrees?**

From the islands, I went to a trade school, high school, and I actually started at a community college but didn't finish. I just went straight to work. Here in the States, I worked for Verizon automotive, so I had to take a bunch of different courses and test to be an automotive repair tech. Here in El Paso, I went to the Academy of Real Estate. And then after that, I earned several different realtor designations and certifications.

**Do you have any special REALTOR designations?**

MRP, which is Military Relocation Professional, AHWD, At Home With Diversity, ABR, Accredited Buyer's Representative, MCNE, Master Certified Negotiation Expert, and BPOR, Broker Price Opinion Resource.

**If you could put one word on a billboard for all to see, what would that word be?**

Love



**kw** | KELLER WILLIAMS  
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Discover more about  
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