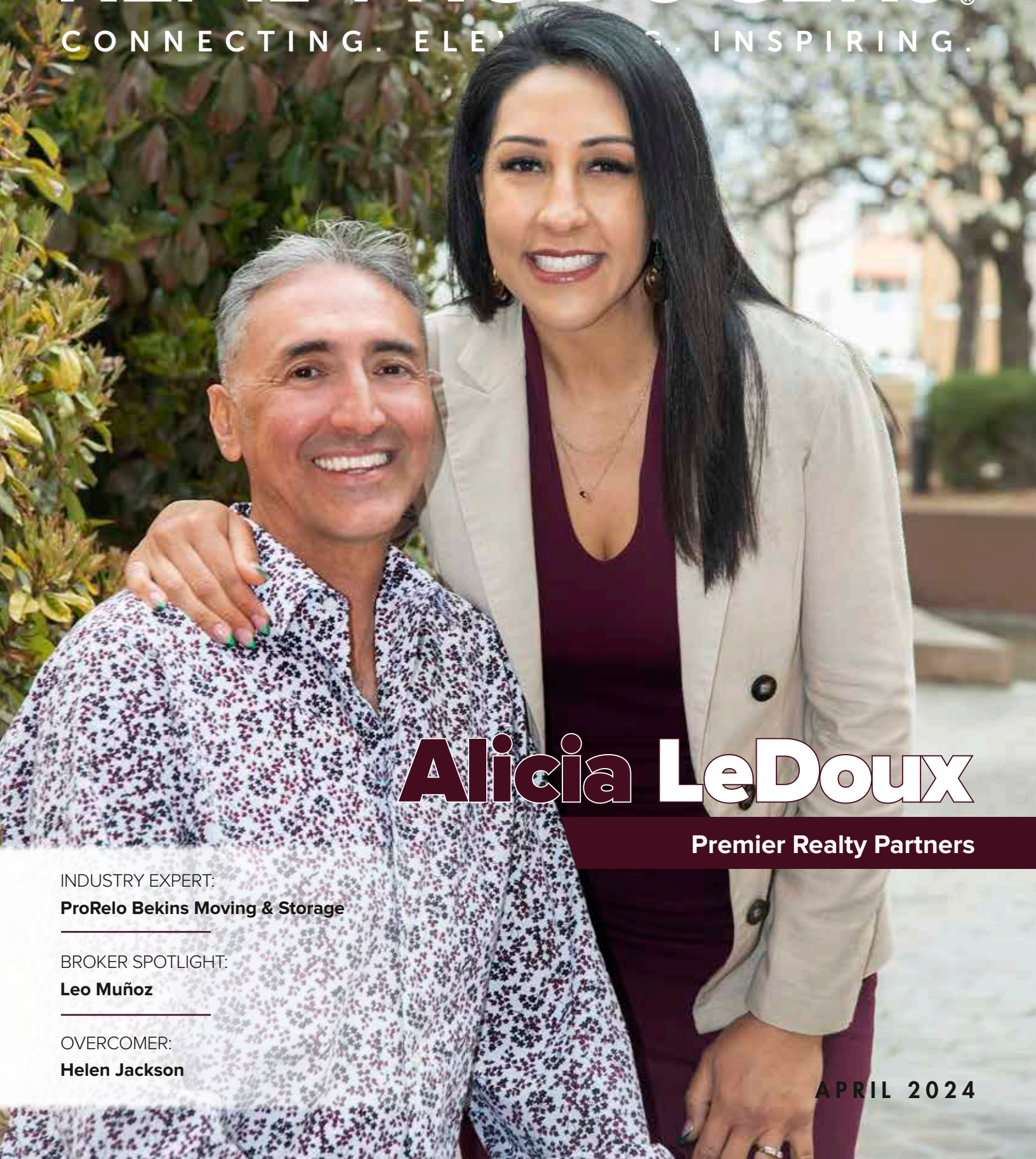


ABQ

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



Alicia LeDoux

Premier Realty Partners

INDUSTRY EXPERT:

ProRelo Bekins Moving & Storage

BROKER SPOTLIGHT:

Leo Muñoz

OVERCOMER:

Helen Jackson

APRIL 2024

BUILDING RELATIONSHIPS THROUGH REAL PRODUCERS!

Water Extraction Experts wants to build a relationship with YOU!



“Water Extraction Experts has worked with several of my clients on claims. They have taken great care of my clients and worked hand in hand with our claims adjusters. They strive to make the claims process as smooth as possible for both the client and our claims department. Matt and his employees go above and beyond. It's great to know when I refer them, they take the referral personally to ensure that the trust in providing the referral is met with the expectations I set with the client.”

-Mark Krueger
Farm Bureau Financial Services



FREE Inspections

Serving Albuquerque, Rio Rancho, East Mountain, and Surrounding Areas

505.250.6500
waterextractionexperts.com

- WATER DAMAGE RESTORATION AND MOLD REMEDIATION
- CERTIFIED TECHNICIANS
- INSURANCE CLAIMS ASSISTANCE
- 24 HOUR EMERGENCY RESPONSE



HomeTrust Mortgage Rate Lock Protection

Lock in your interest rate up front with the peace of mind knowing we will float your rate down if rates improve before closing.

Available on standard conventional, FHA and VA loans.



Joshua and Chris Hood.

Chris Hood
Sales Manager

505-212-8000 Office
505-453-5506 Mobile
NMLS #234059

Joshua Hood
Junior Loan Officer

505-212-8003 Office
505-359-8233 Mobile
NMLS #2000145



TABLE OF CONTENTS



06
Meet The
ABQ Real
Producers
Team



12
Event
Announce-
ment:
Charity of
Choice



14
Industry
Expert:
ProRelo
Bekins
Moving and
Storage



18
Overcomer:
Helen
Jackson



24
Broker
Spotlight:
Leo Muñoz



30
Cover
Story:
Alicia
LeDoux



If you are interested in contributing or nominating Realtors for certain stories, please email us at ml.rauch@realproducersmag.com, or call ML at (505) 250-0092.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *ABQ Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



Trish and Jim Tilley
Poised to transform your vacant listings!



www.allaboutstaging.info
allaboutstaging.abq@gmail.com

Trish Tilley
505.228.2895

Jim Tilley
505.980.4756



SPRING

CAN CREATE REAL HAVOC FOR ROOFS!

Schedule a roof inspection **BEFORE** you list that home!

Realtors get special pricing and priority scheduling!

Call Alanis Roofing for all your roofing needs!



ROOF MAINTENANCE | STORM DAMAGE | FLAT ROOF

Mark V. Alanis | Sales/Project Manager

3734 Commercial St. NE | Albuquerque, NM 87107

505.710.5507 | malanisnca@yahoo.com

Visit our [website](http://www.alanisroofingnm.com) to see ALL the services we provide! ALANISROOFINGNM.COM

MEET THE
ABQ
REAL PRODUCERS TEAM



M.L. Rauch
Publisher



Madison Coble
Content Coordinator



Laurie Hutcheson
Advertising Strategist



Maddie Podish
Social Media Coordinator



Tara Tehune
Client Concierge Manager



Liz Lopez
Photographer
Liz Lopez Photography



Angela Adkins
Photographer
Full Spectrum Photography



Elizabeth McCabe
Writer



Dave Danielson
Writer

When trading up in property, your investors can save on capital gains taxes by rolling the gains into a new property!



Use a QI (Qualified Intermediary) to facilitate the transaction!

Learn more at sunwest1031.com



**505-237-2225 • Sunwestescrow.com
10600 Menaul Blvd NE Albuquerque, NM 87112**

**Notify your escrow agent that you want the contract ordered from Sunwest Escrow and Steider & Associates.*



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLEANING SERVICE

Four Seasons Cleaning
Michael Galaviz
(505) 489-0755
www.fourseasons
cleaning.com

CLOSING GIFTS

Cutco Closing Gifts
Adam Conroy
(847) 691-7367
www.swlegacygifts.com

DUCT RESTORATION

Duct Worx
Scott Herrmann
(505) 600-9374
www.ductworxnm.com

ELECTRICIAN

Benco Electric, LLC
Ben Schroeder
(505) 934-1221
www.bencoelectricllc.net

ESCROW

Sunwest Escrow
Terry White
(505) 237-2225
www.sunwestescrow.com

ESTATE LIQUIDATION

HR Integrity Liquidation
Services
Barbara Spear
(505) 339-8401

ESTATE SALES

My Auction Addiction
Lloyd Swartz
(505) 252-0915
www.AlbuquerqueAuction
Addiction.com

HOME INSPECTION

Beyond Inspections Service
Michelle Castaneda
(505) 780-8132
www.beyondinspect.com

Duke City Inspections
Matt Williams
(505) 587-3535
www.dukecity
inspections.com

Fireman Home
Inspections LLC
Lee Carns
(505) 353-2979
www.firemanhome
inspections.com

Pillar To Post Home
Inspectors
Joseph Anderson
(505) 934-1511
www.pillarto
post.com/cgteam

HOME STAGING

All About Staging
Trish Tilley
(505) 228-2895
www.allaboutstaging.info

HVAC SERVICES

Ancae ABQ Heating
and Air Conditioning
Mason Moran
(505) 888-9717
www.ancaeabq.com

HVAC/PLUMBING

Marathon Mechanical
Services, LLC
Mikaela Medina
(505) 366-1785
www.marathon
mechanicalnm.net

INSURANCE

Farm Bureau Financial
Services
Mark Krueger
(505) 998-7250
www.agentmarkkrueger.com

Kimberly Trujillo Farmers
Insurance Agency
(505) 228-5751
agents.farmers.com/nm/
albuquerque/kimberly-trujillo

Strategic Insurance Group
Benito Ortiz
(505) 585-0227
www.thesigco.com

INVESTMENTS

Juan Buys Houses
Juan Duran
(505) 907-6294
www.abqcashbuyers.com

**IV THERAPY/
WELLNESS STUDIO**

Prime IV: IV Therapy
& IV Drip Infusions
Karl Miller
(505) 587-5789

**JUNK REMOVAL
& HAULING**

Daniel's Dumping
& Hauling, LLC
Daniel Vega
(505) 610-1103
www.danielsdumping.com

LANDSCAPING

La Barge Landscape, Inc.
Ashley Lantry
(505) 345-3000
www.labargelandscape.net

MORTGAGE

Guild Mortgage
Robert Sanchez
(505) 573-9777
www.branches.
guildmortgage.com/

Waterstone Mortgage
Zora LaClair
(505) 389-1900
www.waterstone
mortgage.com

MORTGAGE ADVISOR

Bell Bank Mortgage
Yvette Klinkmann
(505) 366-9090
www.mortgagesby
yvette.com

MORTGAGE BANKER

Bank of Albuquerque
Sarah Whitlock
(505) 239-1022
Lauren Sandoval
(505) 533-2059

MORTGAGE BROKER

Fallbach Mortgage Brokers
Natalie Fallbach
(505) 506-7232
www.nataliefallbach-
homeloans.com

MORTGAGE LOAN OFFICER

Hometruster Mortgage
Chris Hood
(505) 453-5506
NMLS-234059

MOVING COMPANY

Faith Moving Company
Nick Fehrenbach
(505) 249-0632
www.faithmoving
company.com

PRORELO BEKINS

Brad Killman
(505) 888-1007
www.myabqmover.com

PAINTING SERVICES

E & F Painting LLC
Fermin Sanchez Mendiola
(505) 267-0131

**PHOTOGRAPHY / PORTRAIT
PHOTOGRAPHY**

Full Spectrum Photography
Angela Adkins
(505) 507-1858

**PHOTOGRAPHY-FAMILY/
REAL ESTATE/EVENTS**

Liz Lopez Photography
Liz Lopez
(505) 401-9843
www.lizlopez
photography.com

**PRIVATE CHEF SERVICES,
EVENTS & CATERING**

Noah's Table, LLC
Noah Scanland
(505) 803-8827

PROPERTY MANAGEMENT

Couture Brokerage
Toni-Lei Ponc
(505) 321-3259
www.couturebrokerage.com

ROOFING SERVICES

Alanis Roofing, LLC
Mark Alanis
(505) 710-5507
www.alanisroofingnm.com

Hawk Roofing
Justin Hawkins
(505) 450-1479
www.hawkroofing505.com

**STUCCO-INSTALL/
MAINTAIN/REPAIR**

Stucco Now
Gary Hernandez
(505) 881-4568

TITLE COMPANY

First American Title
Teresa Manzaneres
(505) 888-8232
www.nm.firstam.com

WATER/MOLD RESTORATION

Water Extraction Experts
Matt Adlesperger
(505) 250-6500
www.waterextractionexperts.com

**IT'S NOT YOUR CLIENT'S
JOB TO REMEMBER YOU.**
IT'S YOUR OBLIGATION AND RESPONSIBILITY
TO MAKE SURE
**THEY DON'T HAVE THE
CHANCE TO FORGET YOU**
-PATRICIA FRIPP

GRATITUDE CREATES ABUNDANCE

Create Top of Mind Awareness • High Quality Brand
Tax Deductible • Forever Guaranteed

CUTCO
CLOSING GIFTS
adam@swlegacygifts.com | SwLegacyGifts.com

Adam Conroy
847.691.7367

Moving Day should be full of JOY!
Faith Moving Company will provide JOY to your clients during the moving process!


(505) 305-0182
www.faithmovingcompany.com

Residential Moves • Packing • Staging Help

2023

BY THE NUMBERS

HERE'S WHAT
ABQ'S TOP 300
AGENTS SOLD....

9,385

TOTAL TRANSACTIONS

 **\$3.66 BILLION**
SALES VOLUME

**\$12.2
MILLION**

AVERAGE
SALES VOLUME
PER AGENT



 **31**
AVERAGE
TRANSACTIONS
PER AGENT

ARE YOU SWEATING YOUR NEXT CLOSING?

Marathon Mechanical has HVAC inspections starting at \$159!

MARATHON
MECHANICAL SERVICES, LLC.
505.366.1785
We Go The Extra Mile!

3318 Girard Blvd NE Albuquerque, NM 87107

NOW SERVICING: HVAC • Swamp Cooler • Sewer Lines • Water Softeners • Radiant Heat

more experience | better solutions | on-time-closings | local service

When it comes to the purchase of your new home,
work with **local mortgage professionals** you can trust.




Eleanor Hutt
Loan Originator
NMLS #470211
505.463.6742
EHutt@WaterstoneMortgage.com



Marty Padilla
Senior Loan Originator
NMLS #253287
505.304.8203
Marty.Padilla@WaterstoneMortgage.com

Waterstone
MORTGAGE

 All loan requests are subject to credit approval as well as specific program requirements and guidelines. For some programs, income and property restrictions may apply. Information is subject to change without notice. Equal Housing Lender. Waterstone Mortgage Corporation (NMLS #186434) is a wholly owned subsidiary of WaterStone Bank SSB (NASDAQ: WSBF). New Mexico Mortgage Loan Company Branch License. NM-ALB-3203-030624

▶ event announcement

RP CHARITY OF CHOICE

Get ready to spring into action with us! Join us as we kick off the season while making a difference with the ABQ Real Producers Charity of Choice event on March 25th.

Hosted by:



Four lucky REALTORS® in attendance, whose names are drawn, will have the opportunity to donate from the event proceeds to their charity of choice.

THANK YOU TO THESE GENEROUS RP PARTNERS FOR SPONSORING THIS EVENT.



- Heavy hors d'oeuvres
- Cocktails
- Line Dancing



Private event for ABQ Real Producers and our Preferred Partners only.
If you have been on the magazine mailing list, you received an exclusive invite via email.

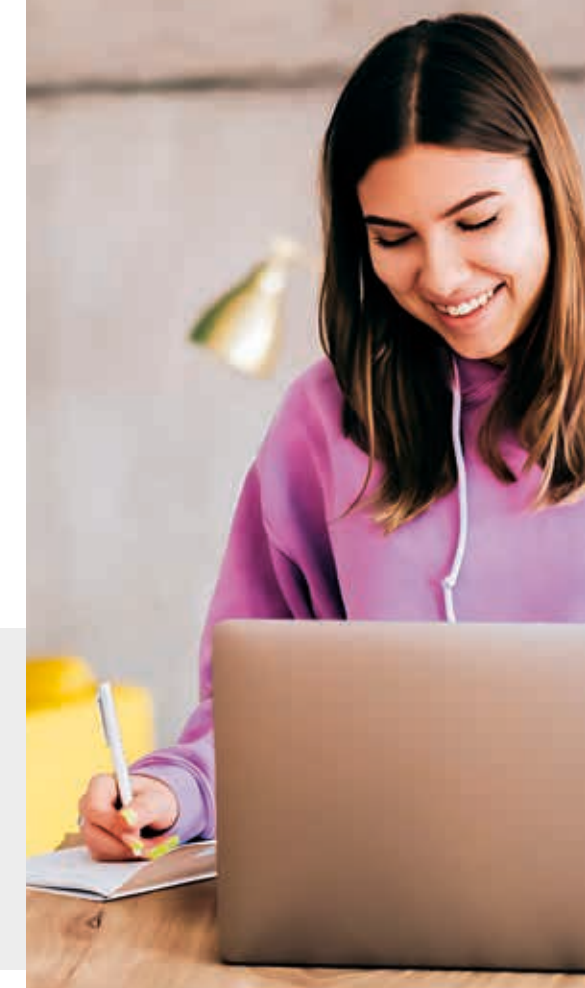
Blooming Opportunities Await

The Family Opportunity Mortgage makes the most your buyer's money while providing a home for their college student.

Why spend money on costly room and board when there's an opening to build equity in second home? Guild Mortgage has unique loan program that builds a buyer's financial future while providing a home for their college student.

Benefits of the Family Opportunity Mortgage:

- Get lower rates than they would for an investment property
- Build equity in a property while their student is in school
- Provide their student with a place to stay throughout college
- Provide a place for them to stay when they visit their student



Let's spring into action and cultivate success, reach out today!

O: 505.296.4747 | 6725 Academy Road NE, Albuquerque, NM 87109



Mikayla Leyba

Loan Officer | NMLS #2303675

M: 505.603.7759



Luke Gutierrez

Loan Officer | NMLS #204654

M: 505.610.6368



Sheila Aragon

Loan Officer | NMLS #1025927

M: 505.573.4782



A partner you can count on.

Reach out today



Guild Mortgage Company; Equal Housing Opportunity; We are authorized to do business in the state of New Mexico. Company NMLS ID 3274. www.nmlsconsumeraccess.org. For more licensing information, please visit www.guildmortgage.com/licensing. All information, loan programs & interest rates are subject to change without notice. All loans subject to underwriter approval. Terms and conditions apply. Always consult an accountant or tax advisor for full eligibility requirements on tax deduction. Guild Mortgage is not affiliated with Real Producers Magazine.

SIMPLIFYING THE MOVING PROCESS WITH **PRORELO BEKINS** MOVING AND STORAGE



What services do you offer that clients may not be aware of, particularly about pre-listing needs for real estate transactions? We can declutter and stage a home prior to listing, AND we do storage. If the customer needs to be out but is still house hunting, we can store items indefinitely and then move the shipment later. Best of all, we charge an hourly local rate for staging and decluttering. We can also quote the main move. By planning in advance, your clients can save money.

Can you explain the options for storing belongings during the transition period between selling and moving into a new home? Storage with ProRelo Bekins is a great value. We show up on moving day, and our amazing employees load our storage containers onsite for less handling, saving customers time and money.

Once your client finds a home, delivery to anywhere is as simple as an email or phone call. Storing with us is better than going with self-storage. Not only do your goods stay insured, but there's no need for more handling or calling an unknown local mover in a new city.

What are the advantages of choosing a moving company that can handle moves of all distances? When you use a nationally known brand like Bekins Vanlines, you are dealing with an established network of franchises with locations worldwide. Bekins is the world's oldest vanline in continuous operation since 1891. We carefully vet its franchises to ensure consistency, quality, and adherence to the best moving practices. If we do happen to damage anything, we don't disappear; we take care of it. We are a real mover, not a broker.

Could you discuss the importance of obtaining a quote well in advance of a move and how it can lead to better rates and smoother planning for clients?

National movers like Bekins operate in a somewhat similar fashion to that of an airline. The further in advance you book, the better deal you can get. Our prices are also guaranteed.

Why get a bid or fixed quote from you rather than the non-binding estimates most movers give? The problem with estimates versus guarantees is that there are way too many variables. A Bekins Guaranteed Price puts the client's mind at ease. Of course, if the customer needs material changes made to the quote, it's not a problem. We'll just give a new Guaranteed Quote.

How does ProRelo Bekins compare to its competition in the moving industry? ProRelo Bekins is hands-down the most highly-rated mover in New Mexico and maybe even this whole region. Currently, we have 4.8 stars (out of five stars) on Google and 1,636 reviews. Our amazing employees (yes, we use all employees, no casual labor!) deserve all the credit. They are the best at what they do. Unlike most movers, we do large parcel deliveries year-round for major retailers, including Wayfair.

How can you ensure a seamless moving experience for clients, from the initial quote to the final delivery of belongings? The smoothest moves are the ones planned in advance. That's not to say that we don't cover last-minute moves. We do this all the

time when other "movers" (actually just brokers, not companies usually) call with bad news for the client. Bad news is usually a price change or a request to change dates. We don't do that. We will have your clients out of the house on the date agreed. We fully understand the time-sensitive nature of this experience.

What advice would you offer when it comes to selecting a moving company? Look at reviews, get a guaranteed bid, and get a quote as early as possible. We are moving experts, and we will take it from there. We're not just here to make a happy customer; we are also here to make our REALTOR® partners look good!

For More Information:
ProRelo Bekins Moving and Storage
www.myabq mover.com
505-560-2678



“**PRORELO BEKINS IS HANDS-DOWN THE MOST HIGHLY-RATED MOVER IN NEW MEXICO AND MAYBE EVEN THIS WHOLE REGION.**”

We Are Your Go-To Moving Specialists

CHOICE OF TWO SPRING SPECIALS UNTIL APRIL 15TH!*

One Month FREE Storage (a \$350-\$1250.00 value!) **OR** 1.5 Hours FREE Labor to do a Pre-List De-Clutter OR 1.5 Hours Labor to pack boxes (both a \$350-\$1000 value!)

We Go Anywhere and Everywhere Since 1891



DON'T GET THE PACKING AND MOVING BLUES

Call the friendly experts **PRORELO**

Interstate Agent for Bekins Van Lines



We have the best and most (1500+) Google Reviews.

Just mention this ad!
Call/text Brad: 505-450-3238
www.myabqmover.com

**All booked and signed Interstate moves above \$6k.*



New Mexico's only Photographer certified by SKPA for special needs and medically fragile portraiture.



Suffering from Spring Allergies?

Dirty Ducts may be worsening your problem!

SPRING CLEANING - DRYER VENT CLEANING SAVE \$50 DOLLARS WITH A WHOLE HOME DUCT CLEANING.
 REG. \$159.99+

*ALBUQUERQUE METRO AREA ONLY

DUCT WORX LLC. is the ONLY licenced Contractor, Certified In-Slab Duct Restoration Company in NM.

DUCT WORX WILL BEAT ANY COMPETITORS PROPOSAL ON RESTORATION BY 10%!



505.600.9374

ductworxnm.com
 ductworx505@gmail.com



FULLY LICENSED, BONDED & INSURED
 NMAR 6107 FORM COMPLIANT



COUTURE BROKERAGE

Putting Style Back Into Real Estate

TONI-LEI PONIC
 Qualifying Broker, Realtor, CPM
 505-321-3259 • toni@nm1.com

3909 Juan Tabo North East Suite 5 | Albuquerque New Mexico 87111

DO YOU NEED TO DO SOME SPRING CLEANING OF YOUR CURRENT PROPERTY MANAGEMENT COMPANY?



For All Your Management Needs:
 Please call Toni at **505-321-3259** to discuss management opportunities.

Do your clients want a clean home when they move in?

Four Seasons Cleaning can do a deep clean before they move!

Clean Outs | Deep Cleaning for Photo and Listings
 Carpet Cleaning | Tile and Grout Cleaning

FOUR SEASONS CLEANING
 Family Owned and Operated!
505-254-2180 | fourseasonscleaning.com



FREE ESTIMATES

“ YOU NEVER KNOW WHAT YOU MAY RUN INTO AROUND THE NEXT CORNER.”



HELEN JACKSON

Q REALTY®

SOARING HIGH IN REAL ESTATE



“I never intended to go into real estate,” says Associate Broker Helen Jackson at Q Realty®. But never say never. “I was a flight attendant for Southwest Airlines.” She was fulfilling her dream of traveling and seeing the world.

Snow skiing caused her to redirect her plans. “It led us to look for a second home in Taos,” explains Helen. Working with their REALTOR® in Taos, Helen thought, “I can’t fly forever, and I don’t want to go back to school.”

Even though this was before “flipping and HGTV was a thing,” Helen knew what she wanted. “I love remodeling, fixing things up, and designing,” she smiles. She had honed her skills at their older Corrales adobe house, transforming it into a home. With her newfound confidence, she got her real estate license in 2003.

Helen was in for a shock. She says, “That piece of paper didn’t teach me ANYTHING about buying and selling real estate.” She had to learn the ropes of real estate and discovered she really liked it. No two transactions are ever the same. “There is always an opportunity to learn something new and, dare I say, interesting,” jokes Helen. “You just never know what you may run into!”

Entrepreneurial Roots

One secret to Helen’s success is her entrepreneurial roots. Her father, an architect, owned his own architecture firm, while her mother owned a stock transfer agency. Helen reflects, “I grew

up working for my mom from a very young age, through high school and college and a bit for my dad's firm as a receptionist and typing up specifications."

On weekends, Helen cleaned and did yard work for her parents' rental properties near UNM. It's where she attributes her solid work ethic, a quality that has propelled her in real estate to be the successful individual that she is today.

Although she thought she might become a teacher, a police officer, a firefighter,

or even a drummer in a band when she was a child, she found her purpose and passion in real estate.

Seamless Transactions

As any REALTOR® can tell you, real estate can be challenging. "You never know what you may run into around the next corner," says Helen. She recognizes that it's a people business, aiming to get people to where they need to be with the least stress possible. Just as she would help people in the air as a flight attendant, she now guides people safely to the closing table.

"Success is when everything works out and the client is happy," says Helen. It's not about the paycheck to this driven professional; it's about exceeding her clients' expectations.

Work Hard. Play Hard.

When Helen isn't working, she enjoys spending time with Will, her husband of 28 years. "We met when Will owned a ski shop," she shares. With their love of the same activities, they enjoy spending time "playing" together.

Several years ago, they purchased the house Will grew up in and have been remodeling it. Currently, they are putting on the finishing touches. "We are looking forward to getting it finished," says Helen. Then, they can get back to playing until their hearts are content.

Going forward, Helen seeks to venture into a healthy and happy "retirement." She says, "My personal goal is to be completely debt-free in 2.5 years. I also want to travel, ski, bike, hike and play as much as possible." Although Helen doesn't actually plan on retirement, she wants to slow down and have someone cover for her to relax and enjoy life.

Final Thoughts

As Helen can attest, never say never. Helen reinvented herself later in life and found a career that has brought her fulfillment. As she continues to soar high in the world of real estate, her story serves as an inspiration to all who dare to chase their dreams and embrace the journey that lies ahead.

“THERE IS ALWAYS AN OPPORTUNITY TO LEARN SOMETHING NEW AND, DARE I SAY, INTERESTING.”



ARE YOUR HOMEOWNERS PROTECTED?

If you don't have your filters changed often enough, you can void your manufactures warranty on parts and labor!

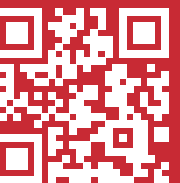
Any technician who is handling refrigerant needs to have their 608 certification!

Water heaters should be flushed twice a year, usually with time changes.

Veteran Owned

CALL US TODAY TO SEE HOW WE CAN PARTNER TO PROTECT YOUR HOMEOWNERS!

505-888-9717 | servicerequest@ancaeabq.com | ancaeabq.com



Did you just see your insurance renewal?



Call Kimberly Trujillo to schedule a no obligation insurance review!



Kimberly Trujillo
(505) 228-5751

ktrujillo@farmersagent.com
2600 The American Road SE, Rio Rancho, NM 87124



BEYOND
INSPECTIONS SERVICE, INC.

WE *spring* INTO ACTION WITH YOUR HOME INSPECTIONS!

Let us go **BEYOND** your expectations.

SEWER • RADON • MOLD • DUCT SCOPE
TERMITE & WDO • WELL AND WATER TESTING

Call Today to Schedule
505-780-8132
BEYONDINSPECT.COM

Schedule Here!

Unique Private Chef Experience

From private dinners to corporate events, Noah's Table is dedicated to serving the finest and freshest homestyle delights!

Noah's Table works with realtors for:

- Open House Events
- Customer Appreciation Events
- Corporate Meetings

Top 5 for BEST CATERING COMPANY Albuquerque the Magazine-Best of the City 2023

Schedule an event with Noah's Table today!
505.803.8827
noahstable505@gmail.com
Noah's Table 505

DANIEL'S
DUMPING & HAULING LLC

Contact us for a free estimate
(505)610-1103

★★★

JUNK/TRASH REMOVAL • DEBRIS REMOVAL
YARD CLEAN OUTS • 15 AND 20 YDS DUMPSTERS RENTALS
DUMP TRAILERS RENTALS • SKID-STEER SERVICES
• FLATBED HAULING

daniels@danielsdumping.com • Danielsdumping.com

OUR SEASONED EXPERTS WILL HELP YOU GET THE MAXIMUM VALUE FOR YOUR ESTATE!

We specialize in a thorough and friendly service for all your estate liquidation needs
Call Barbara Today!

- House Cleanouts
- Estate Sales, prepping & hosting
- Final Clean for Listing

HR Integrity Liquidation Services
BARBARA SPEAR • (505) 339-8401

Serving Albuquerque for over 8 years!

NEW PAINT CAN REVIVE AN OLD HOME!

- Interior Paint
- Before/After Closing
- Kitchen Cabinet Paint
- Exterior Paint And Stain
- Stucco And Drywall Repair

Fermin Sanchez Mendiola

E&F Painting LLC
505-267-0131

Leo Muñoz

AETOS REAL
ESTATE SERVICES
BUILDING WITH HIS BEST



“

Our slogan is **‘Real estate isn’t our career. It’s our lifestyle.’** I’m happy to be able to say that I don’t work a day in my life.

Great things can happen in life through vision, determination and the will to follow through and achieve what you set out to do.

Leo Muñoz is one of those people you meet in life who is a prime example of what can be accomplished through a blend of hard work and talent.

ON THE RISE

As Broker/Owner of Aetos Real Estate Services, and as the youngest Qualifying Broker in the state, Leo continues helping others around him build and reach their own dreams by giving them his best each day.

Real estate is more than just what he does. It’s Leo’s passion.

“Our slogan is ‘Real estate isn’t our career. It’s our lifestyle.’ I’m happy to be able to say that I don’t work a day in my life,” Leo explains.

“The biggest thing that makes this worthwhile is when you see you’ve solved your clients’ needs and they become your friends. That’s a great indication that you did things right for them.”

LOCAL ROOTS

Leo is a New Mexico native. As he came of age and graduated from college at the University of New Mexico, he took a look at what his next steps

in life would be. During college, he had worked as a Wells Fargo Bank Teller and then Teller Manager.

From there, he ventured into retail sales with telecommunications giant, T-Mobile. He went on to continue his financial services career as a banker with US Bank.

During that time, Leo picked up a ton of valuable business experience. In time, while living in El Paso, Texas, Leo was encouraged by one of his mentors to take his talents into the world of real estate. He earned his license in 2018 and gave it a try.

“As soon as I got into it and tried it out, I realized that I loved real estate,” Leo says with a smile.

Within a year, Leo moved back to Albuquerque and continued his growth in the business. He became a team leader in 2020. It wasn’t long before he earned his Broker’s license and made the move to start his own brokerage in December 2023.

GETTING IT DONE

In just a few years in the industry, Leo has established a solid tradition for results as a top performer. In fact, once he started his own team, he became the top producer in New Mexico, averaging more than 80 transactions a year.

Today, he and his small team average more than 100 transactions a year while focusing on working with area home builders on new construction.

FAMILY TIES

Away from work, Leo is blessed by the strong bonds he shares with his family, including his 5-month-old son, Troy.

“My family has always been my ‘why’ in life,” Leo points out. “Everything I do is for my family.”

Away from work, Leo looks forward to spending time with Troy. Travel is also a favorite pastime for him. He’s also a history buff who enjoys learning lessons for the future from what has already been.

As he says, “One of my favorite quotes is, ‘You have to know the past to know where you’re headed.’”

When it comes to giving back and supporting the needs of the community, Leo stays engaged. He grew up in the South Valley and likes to contribute in various ways to the area, including supporting football teams, churches and other community organizations.

LEADING THE WAY

As Leo continues to gain ground

and help those around him, he shares helpful advice for those who are considering real estate for their future.

“First, I think one of the best things anyone can do to be successful is to become obsessed with learning,” he says. “If you do, for some magical reason, it helps you enjoy what you’re doing and that brings more income instead of chasing the money. It allows you to enjoy the process.”

Leo’s mind returns to his time growing up in the state he loves.

“I’m a proud New Mexican with a Mexican background. I come from humble beginnings,” he recalls.

“I didn’t have a lot of connections as I was growing up. But I’m proud that I was able to build from the ground up through time.”

And it’s just the start. Leo continues looking to the future with optimism and his can-do spirit of helping others move forward. In turn, he builds with his best.



Grab hold of our great rates before they pass you by!

With an annuity rate of up to 5.00% guaranteed¹, New Money 4 will help you reach new heights. **Call me today to learn more!**



Mark Krueger
4343 Pan Amer. Frwy NE, Ste 221
Albuquerque, NM
Office | 505.998.7250
AgentMarkKrueger.com

FARM BUREAU FINANCIAL SERVICES

Minimum premium payment required. Four-year contract required, surrender charges for early termination are as follows: Year 1: 8%; Year 2: 6%; Year 3: 4%; Year 4: 2%. ¹Based on the Company's 8/23/23 declared interest rate for the New Money 4 (Select IV Fixed Premium Annuity) product. Current interest rates posted above are neither guaranteed nor estimated for the future and premium banding is as follows: Years 1-4 4.75% (\$25,000-99,999); 5.00% (\$100,000+). Credited rates following the initial rate guarantee period are neither guaranteed nor estimated for the future. The Company reserves the right to change the current rate for future purchases without notice at any time for any reason. Contact the company for the current rate. Based on the claims-paying ability of Farm Bureau Life Insurance Company, Farm Bureau Property & Casualty Insurance Company, Western Agricultural Insurance Company, Farm Bureau Life Insurance Company, West Des Moines, IA. *Company providers of Farm Bureau Financial Services. PR-ANN-B (8-23) 311-600

Improve the curb appeal for your listings!
LaBarge Landscape can help!



EXPERT
Landscape Services

UNMATCHED
Customer Service

LABARGE LANDSCAPE INC.
Commercial & Residential Landscaping
2110 Claremont Ave NE Suite C | Albuquerque, NM 87107
(505) 345-3000 | labargelandscape.net

Residential & Commercial Inspection Services

INSPECTION SERVICES INCLUDE:

- Full Home • Termite/WDO
- Radon Gas • Sewer Scopes
- Duct Scopes • Same Day Reports
- Mold Testing
- Thermal Camera Imaging
- Lead Based Paint Tests
- Multi-Family



Duke City Inspections builds partnerships with Realtors to take care of ALL your inspection needs!



505-587-3535 Call/Text
dukecityinspections.com - Book Online 24/7

We look forward to growing our relationship with you!

- Retained servicing of 90% of our loans. • No 800 number to call, questions go straight to your loan officer. • In-house appraisal board and local operations for fast turn times. • Portfolio programs for Advanced Medical Professionals. • Portfolio ARM programs for primary, second home, investment and non-warrantable condos. • Builder Incentive Program – buyers receive \$2,500 towards closing costs with any builder.



Lauren Sandoval
VP Mortgage Banker, NMLS #1654808
Call/Text: 505.553.2059
lsandoval@bankofalbuquerque.com



Sarah Whitlock
VP Mortgage Banker, NMLS #640507
Call/Text: 505 239 1022
swhitlock@bankofalbuquerque.com

Bank of Albuquerque® is a trademark of BOKF, NA. Member FDIC. Equal Housing Lender © 2023 BOKF NA.

If you have a listing, that isn't selling, we can solve your problem and close as fast as 3 days!

SOLD

- Problem Listings
 - Fixer Upper
- Short Sale • Divorce
 - Liquidations
 - Estate Sale
 - Foreclosures
 - As-is Purchases



DOUBLE END YOUR LISTING

Represent your client on both sides while getting their home sold.

Juan Duran Local Investor
505-907-6294 | duranj22@hotmail.com

We Don't Fool Around when it comes to Estate Sales



We Do.....

- Prioritize Dates & Times for YOUR Schedule
- Take On Sales Big & Small
 - Facilitate Fast Turn-a-Round Projects
 - Offer Donation & Cleaning Services
 - Licensed & Insured
 - Achieve Maximum Sales Results on High-End & Unique Items, Jewelry, Coins, & More
 - Provide Itemized Reports of Sold & Unsold Items

My Auction Addiction



"A Better Way to Buy & Sell"

505.252.0915

www.AlbuquerqueAuctionAddiction.com



Alicia LeDoux

“MY NATURE IS CARING AND WANTING TO SUPPORT OTHERS.”



Premier Realty Partners

CARE AND CONCERN FOR CLIENTS

“I always wanted to be a veterinarian,” says Associate Broker Alicia LeDoux with Premier Realty Partners. Her care and concern for others was evident at a young age. “Instead, I became a nurse, which I did for ten years,” she comments.



“ I TEACH THEM, GIVE THEM ADVICE, LET THEM KNOW HOW TO DO THE JOB, AND HOW TO OVERCOME OBSTACLES. ”

A new chapter of her life unfolded when Alicia’s husband, who had been in the mortgage industry since 2003, encouraged her to get into real estate. “About seven years ago, he said, ‘You should do real estate part-time.’” Taking his advice to heart, Alicia got her real estate license. “I tried to do both nursing and real estate until real estate took over my life,” she laughs. Instead of caring for animals or patients, she cares for her clients.

“My nature is caring and wanting to support others,” shares Alicia. Now, she leads her team of twenty-two REALTORS® with compassion. “I teach them, give them advice, let them know how to do the job, and how to overcome obstacles.”

As she navigated the demanding world of property transactions, Alicia’s innate drive and resilience

propelled her forward, leading her to establish herself as a trusted leader.

One of Alicia’s most significant challenges was a split from a business partnership—a setback that tested her resolve and determination. Yet, with unwavering support from her team and a relentless focus on positivity and growth, she overcame adversity and emerged stronger than ever. Today, as the co-owner of Premier Realty Partners, Alicia leads her team with grace, fostering a culture of collaboration and support.

A NEW MEXICO NATIVE

Alicia helps clients easily relocate to the area as a New Mexico native. She knows the beauty of the area that was instilled in her during her childhood days.

Growing up in the idyllic neighborhood of Paradise Hills in northwest Albuquerque, Alicia’s childhood was filled with simple joys and adventures. Roaming the neighborhood with her siblings, she cherished the freedom of a less technologically driven era, spending countless hours catching lizards and horny toads and exploring the mesas.

“I lived with my parents, initially in a two-bedroom house with five people,” recalls Alicia. “When I became sixteen, my Dad added onto our house.” She shared a room with her brother and sister and had fond memories of a “good childhood.” This experience grounded her and was formative in making her the down-to-earth professional that she is today, with a compassionate heart for her clients.

COMMITTED TO EXCELLENCE

To Alicia, success isn’t measured by numbers or accolades but by her team members’ and clients’ happiness and satisfaction. “The main focus on my team is that we have a positive vibe in the office with no negativity,” she says.

Her goal is simple: to create a supportive environment where everyone can thrive and achieve their goals. With a deep-rooted passion for helping others and a relentless commitment to excellence, Alicia raises the bar for excellence at eXp Realty. She comments, “I like being the team lead.” Her team is also another secret to her success, including her husband Justin, who also excels as a team lead and with the back-end work. She is also appreciative of her team manager, who supports her in her role.

“People have been on the team with me since the beginning,” says Alicia. “That’s been uplifting and helpful as well.” Her neighbor decided to be a REALTOR® as well as one of Alicia’s good friends. Her son, Sebastian, is also a REALTOR® on her team as well as her brother, Aaron Sanchez.

POPULAR PASTIMES

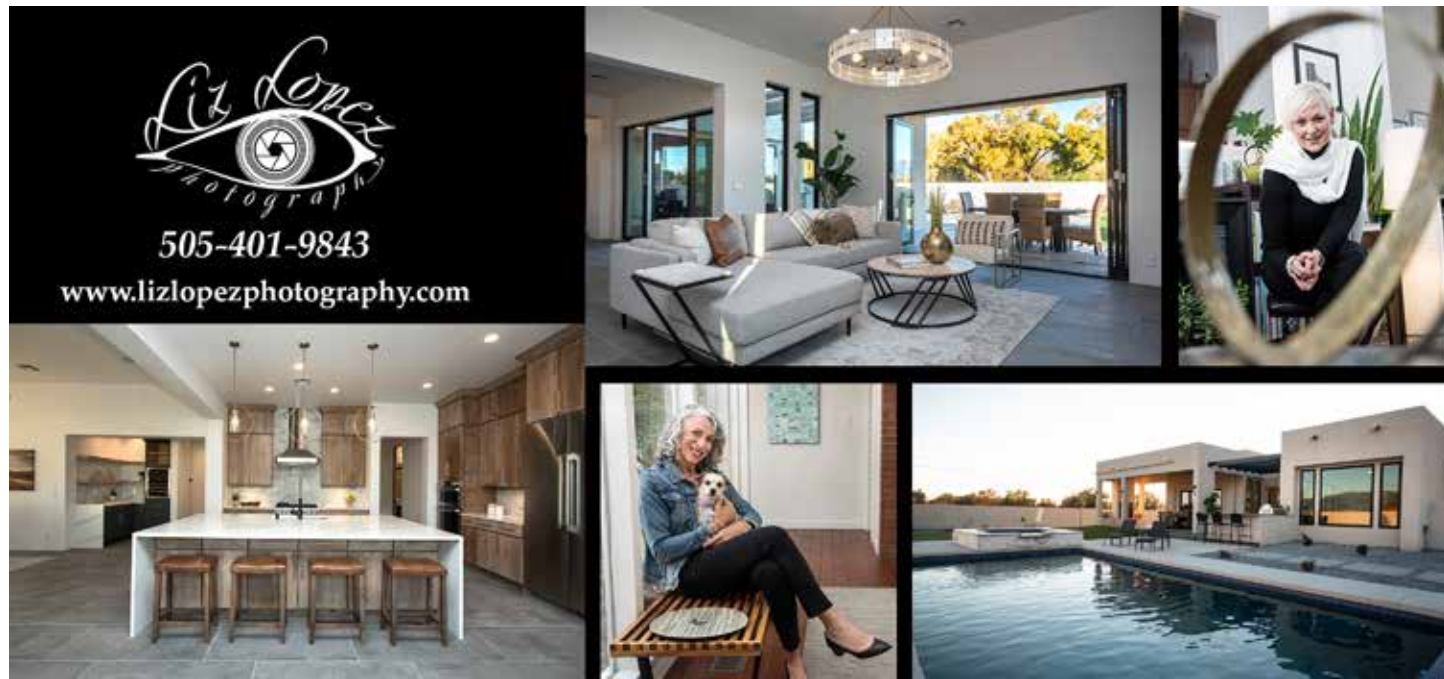
When Alicia isn’t working, she loves spending time with her children and her husband. “He’s currently working on nine flips,” she smiles. “We’re working on building our investment portfolio.”

To relax, Alicia enjoys playing volleyball with her kids. “I’m on a league at Charlie’s Sandbox every Tuesday,” she smiles. Her husband also likes to play volleyball with her, enjoying this action-packed sport.

As a family, everyone also likes going to explore tropical locations. It’s all about the outdoors for Alicia, which is how she likes to recharge. She and her husband built their dream home during Covid, and Alicia couldn’t be happier.

LASTING IMPACT

Alicia LeDoux is a shining example of care, concern, and unwavering commitment to excellence. As she continues to uplift and inspire those around her, her impact will be felt for years to come by her team, her clients, and the community.



Benco Electric

OUTSTANDING CUSTOMER SUPPORT + SERVICE

Prompt electrical inspections and timely repairs from Benco Electric will ensure your deals will close on time!

INSPECTION REPORT REPAIRS | REMODELS | ELECTRICAL SERVICE UPGRADES | RESIDENTIAL & COMMERCIAL

Lic. # 389951 | 505.934.1221 | bencoelectricllc@gmail.com | BencoElectricLLC.net

THE ULTIMATE HOME INSPECTION

FEATURING

- **PTP360**
Interactive 360° Visual Inspection Summary
- **PTPEstimates** Powered by Punchlist
Cost estimate for Inspection Summary Items
- **PTPFloorPlan**
An accurate floor plan of the entire home
- **PTPHomeManual** Powered by Centriq
The digital owner's manual for the home



Eric Robinson
(Senior Home Inspector)



Joseph Anderson
(Managing Partner/Home Inspector)



PILLARPOST
HOME INSPECTORS

The CG Team
505-247-2298
cgteam@pillartopost.com
www.pillartopost.com/cgteam

HAPPY SPRING!



YVETTE KLINKMANN
Area Manager
505.280.0508
yklinkmann@bell.bank
mortgagesbyyvette.com
NMLS #471722

Just as April showers bring May flowers, your hard work helps our clients bloom and enables Bell Bank to give more back to the community. Thank you for helping our customers' homeownership dreams come true and making our community a better place to live.




Bell Bank Mortgage

bellbankmortgage.com




2440 Louisiana Blvd. NE | Suite 110 | Albuquerque, NM 87110
317 Paseo de Peralta | Santa Fe, NM 87501





ALBUQUERQUE'S FASTEST AND MOST AFFORDABLE STUCCO REPAIR SOLUTION!

Stucco Now is dedicated to assisting Realtors, Property Managers, and private individuals with all their stucco repair needs. In most cases, we respond within 24 hours to requests for inspections and repairs!

REPAIRING, PATCHING, & PAINTING ALL STUCCO TYPES:

- Traditional and Synthetic stucco
- Best Possible Color and Paint Matching

Gary Hernandez

Mobile: 505.677.1059 • Office: 505.881.4568
6821 Montgomery NE Ste G, Albuquerque, NM 87109
Licensed, bonded and insured
NM License Number: GB2 400746

Serving Albuquerque, Rio Rancho, Tijeras and surrounding Areas



FREE INSPECTIONS AND ESTIMATES!
Hawk Roofing is dedicated to assisting realtors with all roofing needs. We pride ourselves on quick response to realtor requests, in most cases, within 24 hours!

INSURANCE RECOVERY SPECIALISTS
Hawk Roofing serves both residential and commercial customers!





SERVICING AND INSTALLING ALL ROOF TYPES:

- Flat (Tar & Gravel, TPO, Modified Bitumin)
- Pitched (shingle, metal, tile)

CALL HAWK ROOFING TODAY

505-881-4568

Albuquerque, Rio Rancho, Tijeras and surrounding areas

Nathan Simon
Mobile: 505.967.8670
NathanielHawkRoofing@gmail.com
hawkroofing505@gmail.com
hawkroofing505.com
Licensed, bonded & Insured
NM License #400746

WE SHOP 220+ DIFFERENT LENDERS TO FIND

FASTER, EASIER, AND CHEAPER MORTGAGE FOR CONSUMER'S HOME PURCHASE OR REFINANCE



- JUMBO
- HIGH BALANCE
- CONFORMING
- VA CONF/JUMBO
- USDA
- FHA
- FHA 203K
- MANUFACTURED
- BRIDGE LOANS
Up to 12 mos
- INVESTOR
- DSCR
- ASSET DEPLETION
- FIX N FLIP
- SPEC LOAN
- DOCTOR
- HELOAN (2ND) INVESTMENT
- NON-WARRANTABLE
- CONDO
- COMMERCIAL
- HELOC & 5 DAY HELOC
- FOREIGN NATIONAL
- VINEYARD
- REVERSE
- MORTGAGE
(Purchase Refi/Jumbo)
- ITIN & DACA
- LAND/DOT LOAN
- 1-TIME CLOSE CONSTRUCTION
- FARM/RANCH
- ALL IN ONE
- RENOVATION
- CROSS COLLATERAL
- BANK STATEMENT
- HARD MONEY
- PROFIT & LOSS



NATALIE FALLBACH

NMLS# 1452954

(505) 506-7232

www.nataliefallbach.com

Empowered by
NEXA Mortgage Brokers
Team@fallbachmtg.com

©2023 NEXA Mortgage
LIC. AZMB 0944059
NMLS# 1660690
3100 W Ray Road #201
Office #209 Chandler, AZ 85226

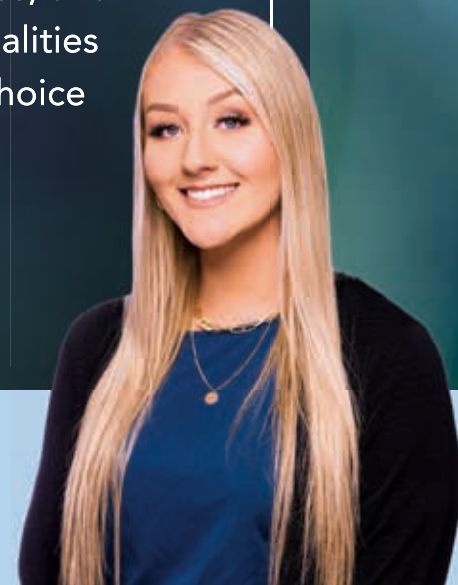


OUR SERVICE WILL PUT A

spring

IN YOUR STEP!

Proactive communication, consumer resources, and personalized service are just some of the qualities that make First American Title the simple choice for your next closing.



Briana Franchini
Marketing Executive
CELL 505.206.2476
DIRECT 505.888.8246
bfranchini@firstam.com

CALL OR TEXT US ANYTIME TO GET A REVIEW OF YOUR MARKETING STRATEGIES TO ENSURE YOU'RE ON THE RIGHT PATH TO VICTORY!

Get peace of mind with thermal imaging!



Veteran Owned & Operated - USAF
25% discount to active & retired military as well as first responders

"Lee, and his team, are incredibly thorough and knowledgeable in their home inspections. He uses thermal imaging, giving his customers additional peace of mind. He takes time to explain any noted defects. Give Fireman Home Inspection a call!"
-Megan England, Vista Encantada



Call today to schedule an appointment
505-353-2979 | firemanhomeinspections.com

HOME INSPECTIONS | PRE-SALE INSPECTIONS | THERMAL INSPECTIONS

HOLLY
9400 Holly Ave NE, Bldg 1
Albuquerque, NM 87122
PHONE 505.881.3300

MONTGOMERY
7517 Montgomery NE, Ste B
Albuquerque, NM 87109
PHONE 505.881.8985

SANTA FE
215 Lincoln St, Ste 100
Santa Fe, NM 87501
PHONE 505.983.7384

RIVERSIDE
6300 Riverside Plz Ln NW, Ste 230
Albuquerque, NM 87120
PHONE 505.313.8858



First American Title™

First American Title Insurance Company, and the operating divisions thereof, make no express or implied warranty respecting the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and firstam.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.

©2024 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF | 24-DIRECT-0011-AD_NM_01



20 YEARS OF
THE N2 COMPANY



**Real Producers
ESSENTIAL
DRIPS**

The Revitalizer: Hit the ground running in 2024 with natural energy!

The Glow: Outshine the competition this year with The Glow!



SCAN HERE TO LEARN MORE, SWING BY FOR YOUR SPECIAL REAL PRODUCER MEMBERSHIP RATE.

A Happier, Healthier You

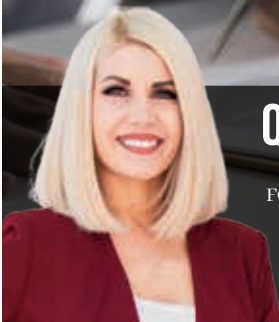
50% OFF
FIRST DRIP
SPECIAL!

505-587-5789 | 5901 WYOMING BLVD NE | SUITE V | ALBUQUERQUE, NM 87109



STRATEGIC
INSURANCE GROUP

**STRATEGIC INSURANCE GROUP HAS THE TOOLS
YOU NEED TO GET YOUR CLIENTS TO CLOSING!**



QUEENIE VEGA

FOR MORE INFORMATION
CONTACT ME AT

505.585.0227 EXT 707
QUEENIE@THESIGCO.COM



BENITO ORTIZ

FOR MORE INFORMATION
CONTACT ME AT

505.585.0227 EXT 700
BENITO@THESIGCO.COM