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

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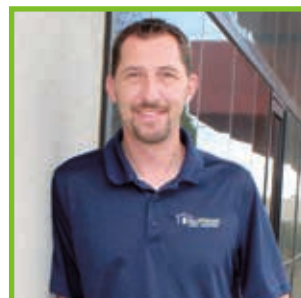
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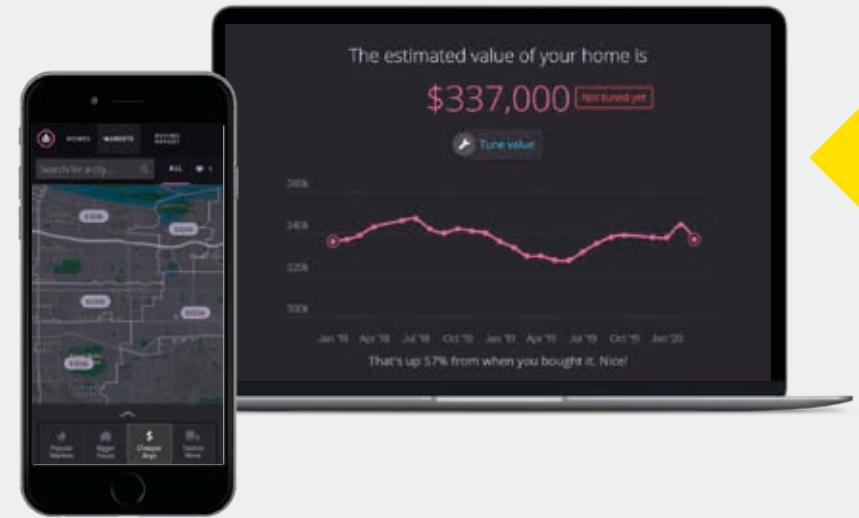
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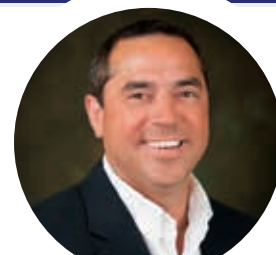
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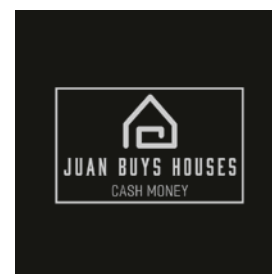


# THANK YOU,

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PLATFORM POSSIBLE!





# THE REAL UPDATE

By ML Rauch

Let's get real. This movement has caught fire. What movement am I referring to? Real Producers! Indianapolis was the starting point for a program that is now in over 115 markets across the country. That's a lot of traction in under eight years. As RP grew, we knew that we wanted to brand ourselves the same across the board without losing sight of the local mission.



This magazine has been successful because of its ability to connect top-producing agents with preferred partners and with each other. There are many other reasons that make it successful, but at its core, this is what it's all about.

**The vision is simple.** We want to be a one-stop shop for top-producing agents in every market across the nation. So how do we do that? There are three main groups of people that are a part of this platform: the REALTORS® featured, the partners that advertise, and the publishers who produce the magazine.

**What's in it for the REALTOR®?** It is truly a badge of honor to receive the magazine. Being in the top 300 out of roughly 1,500-plus producing agents is an accomplishment in itself. There are countless perks to being featured in the magazine, but one of my favorites is the element of humanizing a top local producer in real estate.

**What's in it for our preferred partners?** The struggle is real. How do businesses connect with influential, top-producing agents in our market? How are relationships cultivated with

this group? Our partners get consistent exposure through the monthly magazine and large and small events. The hard work is done. Partners just need to show up!

**What's in it for the publisher?** Our publishers have the unique ability to connect with a group of people that is otherwise pretty difficult to get in front of. We are all busy building our own businesses. Our publishers are entrusted with featuring top agents, connecting our partners, and producing quality content regularly.

**Where do you fit into all this?** It's simple. Connect us with people. Who should be on the next cover? Who's an up-and-coming agent on the rise? What top-producing agent do you know that is also heavily involved in community service? What business is catering to REALTORS® at a high level? Who should be our next publisher to launch a *Real Producers* magazine in a new market?

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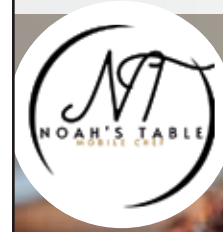


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# Nikki Bronstorp

Coldwell  
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Legacy

A woman of courage, Nikki Bronstorp rose above adversity to become the pillar of strength she is today. She recalls the harrowing moments of her dreadful days of addiction.

“Every morning I would wake up and say, ‘I’m not going to drink,’ but by 5:00 PM I would start drinking again,” she recalls. “I was starting to black out numerous times a week, and I would wake up in the morning and be on the couch with a blanket over me. My youngest child put me to bed. At the time, my children were eleven, eight, and five.”

It was the wake-up call that she needed. “One morning I woke up and I had a willingness that I never had before. I had heard about Alcoholics Anonymous before and I googled where a meeting was. I slinked in there crying and I never left. I started to go to one or two meetings a day.” That was five years ago. Nikki has been sober ever since.

Nikki continues to actively participate in Alcoholics Anonymous, sponsors others, and shares her story at rehabs and hospitals to help those struggling with addiction.

Hard work has helped her tremendously. She explains, “If you’re an addict, you may transfer that to other things.” For Nikki, she excels in helping others, being a devoted mother, and as an Associate Broker at Coldwell Banker Legacy.

“I have a very full life,” she reflects. “I probably keep too busy. I need to say no more often than I do for sure,” she says.

#### PURSUING HER PASSION

Nikki’s road to real estate, which began just three years ago, defied expectations. Nikki, armed with a background in criminology, political science, and an MBA, transitioned from a successful career in commercial construction. Her initial years in real estate saw her achieve remarkable success—\$4 million in transactions in the first year, followed by an impressive \$10 million in the second and continuing on.

Nikki’s risk-tolerant mindset became evident when she invested every penny she had into her first property, leaving only \$100 in her bank account. This fearless approach to building wealth has propelled her to amass a diverse real estate portfolio, including residential, commercial, and land investments.

“I have been to the bottom,” she says, reflecting on her ability to handle risk. “Nothing is a big deal to me.” She’s also not afraid to work hard, go above and beyond for her clients, and make their real estate ownership dreams come true.

Nikki’s personal challenges and triumphs have shaped her approach to her career. She emphasizes the importance of not taking anything personally in the real estate business to avoid burnout.



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– C.S. Lewis





**A HAPPY LIFE**

Nikki's success is not just confined to the realm of real estate. This REALTOR® recently married Jason, a Southern gentleman she met online, blending their families into a household of five children. "He's really wonderful, we feel very blessed to have found each other," she smiles. Jason works in the oil industry.

Nikki also serves as the Executive Director of the Red Lipstick Society, a nonprofit she co-founded to empower women in Albuquerque through financial education. She loves being of service to others and wants people to know they can come to her for motivation and advice.

**WHAT'S NEXT**

Looking forward, Nikki remains committed to growing her real estate business, expanding her investment portfolio, and fostering the success of the Red Lipstick Society. Her goals include obtaining her QB license, developing business ventures with her husband, helping her five children with their goals, and continuing her journey of learning and growth.

Nikki's story is a beacon of hope with her life as living proof of resilience, determination, and the belief that anyone can overcome challenges to achieve success. As she succinctly puts it, "If I can do it, you can." Nikki Bronstorp is not just a real estate professional; she is a showcase of the extraordinary destiny that can emerge from the crucible of hardships.

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# Holiday Season?

▶▶ out & about

**SHAIN TANNER, COLDWELL BANKER**

**LEGACY** - "We sponsor families through my brokerage and buy presents for all of the children because their parents do not have the ability to do so. We also purchase

Thanksgiving dinners for families through our church. We feed the homeless off Central Avenue. Additionally, we donate clothing for homeless veterans through the VIC. There are other things we do as well. I'm on the Board of Directors for Team Bravo, which serves to help veterans in need and also aims to keep older vets in shape."

**CARINA COZBY, BERKSHIRE HATHAWAY** - "Yes, I helped serve Thanksgiving at Hope Works!"

**JENN CODY, NEW MEXICO REAL ESTATE GROUP** - "Yes! I always donate to DVRC. I also donated to PB and J Services."

**SANDRA SANCHEZ, J&S REAL ESTATE** - "Yes, my daughter and I are excited to be part of the toy drive organized by Victory Outreach ABQ, the Albuquerque Police Department, and Family Life Radio. We'll hand-deliver toys, gloves, and beanies to at-risk youth in our International District for 2023. Giving back during the holiday season is a tradition close to our hearts. We believe in the power of small gestures to make a big difference and aim to bring smiles to these young faces. Our community-driven effort reflects the true spirit of the season, and we're grateful for the opportunity to contribute to our community's well-being. As we prepare to share the warmth of the season, we carry the belief that small steps can create positive change. May this holiday season be filled with joy, love, and unity for everyone, and may our efforts contribute to making it brighter for those who need it most."

**MICHELLE ROHL, ERA** - "We collected personal hygiene products and filled 100 bags for ERA Cares. They will distribute those to people experiencing homelessness in Albuquerque."

**JACK THOMPSON, GUILD**

**MORTGAGE** - "We support the NMMLA Teddy Bear and Blanket Drive for first responders and the MBA Open Doors Foundation, which assists in making mortgage payments for families with critically ill children. The Guild made a donation to Saranam, a non-profit supporting families experiencing homelessness."

**AARON THOMPSON, GUILD MORTGAGE** - "I am on the board of Saranam, whose sole purpose is to end the cycle of homelessness. Each year, they select a number of homeless families to participate. Saranam provides housing, education, and community support to these families."

**NIKKI BRONSTORP, COLDWELL BANKER LEGACY** - "I give back through Locker505, Sandia Church of the Nazarene, St. Francis Food pantry, Title One Adopt A Family, and the Red Lipstick Society."

**HELEN CHAN, ERA** - "Our brokerage's non-profit identified two veteran families in need of assistance this holiday."

**SCOTT HERMANN, DUCT WORX, LLC** - "We help bring awareness to homeless veterans."

**CASSANDRA MORRISON, COLDWELL BANKER LEGACY** - "I love volunteering with Pursonalities Plus ABQ. They collect filled purses and donate to 25 organizations helping women who are recovering from domestic violence, incarceration, homelessness, etc. The purses are filled with hygiene products, jewelry sets and other accessories."

**KATIE FELLURE, EXP REALTY** - "I helped organize the Winter Clothes Drive during November which helps support the New Mexico Veterans Integration Centers."



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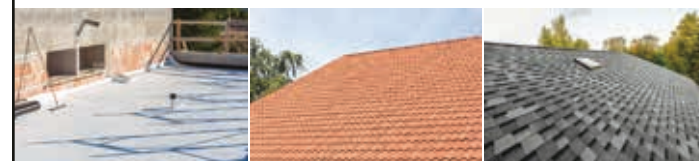


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# MEGHAN TATE



## ESTABLISHING A LEGACY IN REAL ESTATE

“I fought real estate for a very long time,” jokes Meghan Tate, Associate Broker at Coldwell Banker Legacy. This second-generation Albuquerque native and fourth-generation real estate professional has established a legacy in real estate, one satisfied client at a time.

Born and raised in the heart of New Mexico, Meghan’s roots in the real estate world trace back to her grandparents’ involvement in home developments during the 1950s to the 1970s, notably with Mossman-Gladden Home Builders, prevalent builders in Albuquerque.

Meghan’s early exposure to the real estate world continued with her father, who owned his own Century 21 office. Growing up in a family deeply connected to the industry, Meghan found herself at a crossroads after completing her education at Baylor University, where she majored in speech communications with an emphasis in film and digital media.

After a brief stint in New York City at Madison Square Garden, where she experienced the hospitality industry, Meghan felt the pull to return to her roots in Albuquerque. With a decade of experience in hospitality, including roles at the Convention and Visitors Bureau, Hyatt Regency Tamaya, and Sandia Resort, Meghan made the pivotal decision to transition to real estate.

“I wanted to be out of the hospitality industry by the time I turned thirty,” she reflects. She made her goal and not a moment too soon, starting her new career in real estate on September 18, 2015. “It’s always scary to go from a stable job with benefits to being self-employed,” she says. However, she has achieved more success than she ever thought possible.

### RISING IN REAL ESTATE

Meghan’s dedication and hard work quickly paid off in her new career.





In her first year, she earned the title of Rookie of the Year for both the Greater Albuquerque Association of Realtors (GAAR) and Coldwell Banker Legacy.

Meghan's commitment to customer satisfaction stems from her background in hospitality. Drawing parallels between her previous role as a wedding and event planner and her current real estate career, she emphasizes the importance of patience, thinking outside the box, and flexibility. Her guiding principle echoes the

mantra that "everything is figure-out-able." She excels in being an incredible problem solver and catering to her clients with her optimism and enthusiastic personality. Just like a bright light, Meghan brings happiness to the clients entrusted to her care.

Meghan approaches each obstacle with a forward-thinking mindset, always providing options and solutions. Her advice to those navigating challenges is simple but profound: "Don't come with a problem – come with a solution, and we can overcome anything."

# 6699

SOME WILL [DO BUSINESS WITH YOU]. SOME WON'T. SO WHAT? **NEXT.**

Defining success in both her career and personal life, Meghan finds fulfillment in having satisfied customers and receiving referrals from happy clients. For her, success is navigating challenges successfully and guiding clients to the next chapter of their lives.

### FAMILY, FITNESS AND FOUR-LEGGED FRIENDS

Outside of her work, Meghan remains close to her family, finding inspiration and support from her sisters, 6 nieces and nephews, and her parents, who provide valuable insights into the real estate world. She emphasizes the importance of spending time and energy on those who want to do business with her. She took her father's words of encouragement to heart regarding her clients, "Some will [do business with you]. Some won't. So what? Next."

For her hobbies, Meghan is a travel enthusiast. "I love to travel as much as possible and take advantage of the food scene and breweries here in Albuquerque." She also loves Taylor Swift and working out at OrangeTheory Fitness.

When not working, Meghan likes to relax and recharge with her two four-legged friends, Chloe and Gracie. With their unconditional love and playful antics, it's a happy household.

### CONCLUDING COMMENTS

In capturing Meghan Tate as a person and a professional, her energy, enthusiasm for real estate, and willingness to go above and beyond shine through. Her fun-loving spirit and passion for people resonate in every transaction. As Meghan looks to the future, she will continue to put people first as she pursues her passion in real estate, touching countless lives in the process.

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▶▶ cover story

By Elizabeth McCabe  
Photos by Kate Rodriguez



A GAME CHANGER IN RESIDENTIAL REAL ESTATE

# ANDREW

Born and raised in Albuquerque, Andrew Medina always saw himself doing something in service. “I wanted to serve my community like a police officer or firefighter,” he comments. “I never thought I would be in construction or in the real estate world,” he reflects.

A self-described busybody who would never sit still, Andrew always had to be on the go. “I had the passion for helping

people and doing things unconventionally,” he comments. He is grateful for his parents, who made him who he is today.

The values instilled by his parents, marked by discipline, sacrifice, and a strong work ethic, became the foundation of his character. “They taught us that if we want to do anything, we can and we will,” says Andrew, “as long as the determination is there.”



# MEDINA

## FROM BUILDING HOMES TO SELLING THEM

Andrew’s dad was a home-building contractor. “Growing up, I watched and helped him from anything from landscaping to framing to roofing,” comments Andrew. Working alongside his father and older brother in their family building company after high school, he realized that construction wasn’t his true calling. A transformative moment occurred during a roofing project for a reputable real estate agent, Hector Pimentel, in Northeast

Albuquerque. This encounter sparked Andrew’s interest in real estate, leading him to obtain his license and join Pimentel at RE/MAX in 2016 before transitioning to Keller Williams Realty in 2018.

Since then, Andrew’s career trajectory has been nothing short of impressive. Having worked with some of New Mexico’s





It's not just owning a home. It's creating stability and looking at it as generational wealth.



top-producing teams, such as The Maez Group and The Venturi Realty Group, he eventually founded his own small team, Ideal Realty Group, under the Keller Williams Realty umbrella in 2021.

With a dedication to excellence, Andrew has achieved remarkable milestones, boasting \$45 million in production in his time so far as a REALTOR®. His sales record is equally impressive, with \$15-16 million in sales and 50 transactions set to close by the end of 2023.

Today, Andrew does the most work with his brother Richard Medina, the CEO of Fellowship Homes, changing people's lives in the process.

#### CHANGING LIVES

To Andrew, it's not about numbers, but making a difference in the lives of others through real estate. He takes his passion for real estate and spreads the word about the possibility of homeownership.

"I show anyone and everyone around me who will listen that anyone can own a home and decide to change their life through real estate," says Andrew. "It's not just owning a home," he points out. "It's creating stability and looking at it as generational wealth." He educates his clients about the process and their options, making their dreams a reality in real estate.

His most memorable transaction is helping one of his lifelong clients build their forever home in the beautiful town of Placitas. "The sweetest older couple looked and looked for months for the right home," he recalls. Knowing that their home was non-existent, Andrew went the extra mile. He connected them with his family's building company and their dream home was built. "They are raving fans," smiles Andrew. "Clients like this really are the reason we do what we do here!"

#### CHANGING TIME

Andrew's mentors have imparted valuable advice that has shaped his approach to real estate. "You never know everything; when you think you do, things shift. Always be ready to shift," he shares. This philosophy has ingrained in him the grit and adaptability needed to navigate the ever-changing real estate market.

#### FAMILY FIRST

While Andrew's professional achievements are commendable, his greatest adventure is building a big life with his young family in Albuquerque. Family is the cornerstone of his motivation, and he attributes his success to their support. "Family is the most important thing to me; it's why I do what I do at the level I do," he affirms. "My fiancée and baby girl support me in all my endeavors and I'm blessed to be able to show her what sacrifice and hard work can do in her life."

Whether it's a quick trip or lunch in the park, they do everything together. Andrew explains, "We do projects on our investment properties and are always on the hunt for the next real estate project, whether it's a flip or rental or a new development to bring more inventory to the market!"

#### LEADING WITH IMPACT

In real estate where success stories are often measured by numbers alone, Andrew Medina stands out as a game changer who sees beyond transactions, focusing on the profound impact real estate can have on people's lives. With his determination, resilience, and a client-centric approach, Andrew is a true force to be reckoned with in residential real estate.



I show anyone and everyone around me who will listen that **anyone can own a home and decide to change their life** through real estate.

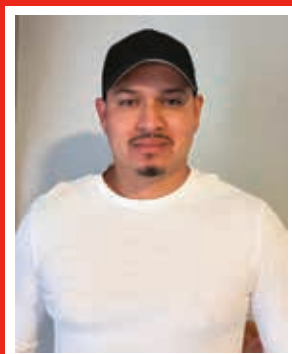




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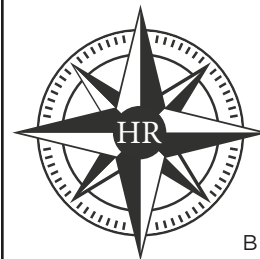
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