

ABQ

REAL PRODUCERS[®]

CONNECT. ELEVATING. INSPIRING.

THE
DYNAMIC
DADS
ISSUE

Mike
GRIFFIN

CENTURY 21 CAMCO REALTY

CELEBRATING LEADERS:

John Woods

OVERCOMER:

Dennis Friedland

PARTNER SPOTLIGHT:

La Barge Landscape

JUNE 2024

FROM LEAK TO LISTING YOUR TRUSTED WATER DAMAGE RESTORATION PARTNERS!

Albuquerque's Leader in Property Restoration



WATER DAMAGE RESTORATION | MOLD REMEDIATION | FULL SERVICE RECONSTRUCTION | CERTIFIED TECHNICIANS
INSURANCE CLAIMS ASSISTANCE | 24-HOUR EMERGENCY RESPONSE | UNMATCHED CUSTOMER SERVICE



WATER EXTRACTION EXPERTS®

FREE Estimates & Inspections

Locally Owned and Operated

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

See What Sets Us Apart!
Scan to see our 5-star
Google Reviews!



WaterExtractionExperts.com

505.250.6500

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



08
Preferred Partners



10
Event Recap: Charity of Choice



16
Partner Spotlight: La Barge Landscape



22
Celebrating Leaders: John Woods



28
Overcomer: Dennis Friedland



34
Cover Story: Mike Griffin

Life insurance is cheaper than you think.

WHY WAIT?

For less than \$1 a day,¹ you can make sure your family will have money to pay for things like a mortgage, tuition and everyday expenses.

Don't wait until it's too late. Call me today.



FARM BUREAU FINANCIAL SERVICES
It's your future. Let's protect it.²

Mark Krueger
4343 Pan American Frwy. NE, Ste 221
Albuquerque, NM
505.998.7250
agentmarkkrueger.com



¹Individual eligibility for all product promotions is subject to underwriting review and approval. Estimated premium payment is for 20-year Income Guard Term Life Plan, Standard, 30-year-old male or female; non-smoker. Amount is for demonstrative purposes only. Contact your Farm Bureau agent for a quote on your actual monthly premium payment. 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-U-F (8-22)

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

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



Schedule an event with Noah's Table today!

505.803.8827
noahstable505@gmail.com
Instagram: 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



MEET THE ABQ REAL PRODUCERS TEAM



M.L. Rauch
Publisher



Madison Coble
Content Coordinator



Jordan Wilson
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

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.



Oscar Medrano
Loan Officer
NMLS #1763251
505.697.1598
OMedrano@WaterstoneMortgage.com



Chris Russo
Loan Originator
NMLS #232394
505.235.9191
Chris.Russo@WaterstoneMortgage.com



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-3203-051024



**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

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

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
Eric Robinson
(505) 247-2298
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
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
(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.guild
mortgage.com/

WATERSTONE MORTGAGE

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

MORTGAGE ADVISOR

Bell Bank Mortgage
Yvette Klinkmann
(505) 366-9090
www.mortgages
byyvette.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-home
loans.com

MORTGAGE LOAN OFFICER

Hometrust 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
fullspectrumphotography2.
zenfoliosite.com

**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) 888-8231
www.nm.firstam.com

WATER/MOLD RESTORATION

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



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.

**ROOFING EXCELLENCE,
RAIN OR SHINE!**

**Realtors get special pricing
and priority scheduling!**

*Call Alanis Roofing for
all your roofing needs!*

Mark V. Alanis | Sales/Project Manager
3734 Commercial St. NE | Albuquerque, NM 87107
505.710.5507 | malanisnca@yahoo.com

**ALANIS
ROOFING CO. LLC**


ROOF MAINTENANCE
STORM DAMAGE
FLAT ROOF


Visit our website
to see **ALL** the
services we provide!
ALANISROOFINGNM.COM

**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)


PILLARTOPOST®
HOME INSPECTORS

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

▶▶ event recap

CHARITY OF CHOICE



We are so grateful to the Real Producers community for their unwavering support during the Charity of Choice event on April 25th! The evening at The Bourbon House was filled with joy and camaraderie, but most importantly, we raised \$5200 to benefit four deserving local charities.

Among the attendees, four REALTORS® were chosen, each pledging to donate \$1300 to their chosen charity. Amber Ortega will support East Mountain Companion Animal Rescue, Tiffany Paleo will aid the Children's Cancer Fund of NM, Anne Vallejos will contribute to Silver Horizons NM, and Dario Gonzales will assist Los Ojos de la Familia. This collective effort underscores the profound impact individuals can have when they come together to support their community's well-being.

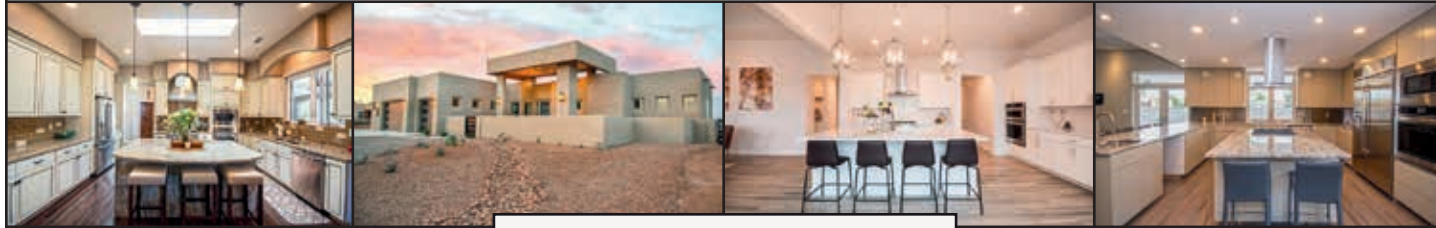




Thank you to these generous RP partners for sponsoring this event:



Picture Perfect Homes, Captured to Sell!



LizLopezPhotography.com
505.401.9843



From Blank Canvas to Buyer's Oasis:
Staging Excellence for Your Vacant Listings

Trish Tilley
505.228.2895



Jim Tilley
505.980.4756

AllAboutStaging.ABQ@gmail.com



Scan to Check Us Out on Facebook!



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



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.

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

A Happier, Healthier You

50% OFF FIRST DRIP SPECIAL!



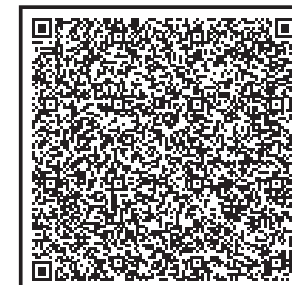
Bekins is the world's most well-known & oldest moving company. We started in 1891 (That's over 130 years!), a very long time to master the trade and art of moving and storage. **ProRelo Inc.** is the exclusive New Mexico agent **Bekins Vanlines**. Our local agency has amassed over 1,350 Google reviews with a 4.7 out of 5-star rating (as of this writing). Our packing and moving employees are clearly the best in New Mexico and this kind of expertise won't cost you a dime more than a no-name mover.

- We move anywhere globally any size shipment we pack/you pack/combo we can customize your move.
- Guaranteed prices - No surprises on your bill.
- Clean, climatized storage for short-term or long-term storage while you find your new home.
- We can transport your vehicles.
- We are the REAL thing - Beware of Brokers that are out-of-state illegitimate and unlicensed.

Your moving plan starts with your FREE QUOTE.

Call anytime to schedule an appointment.

(505) 888-1007



Check out our Google Reviews!!

SCAN ME



1600 1st ST NW
Albuquerque, New Mexico
87102

www.myabqmover.com

becca@myabqmover.com

LET YOUR LANDSCAPING LOOK BETTER THAN EVER WITH **LA BARGE LANDSCAPE**

You never get a second chance to make a first impression. Make sure you make the right first impression with La Barge Landscape. Acquired by Jack Lantry in 2009, this family-owned business has become synonymous with excellence, craftsmanship, and personalized service. With a legacy spanning over a decade, La Barge Landscape continues to redefine outdoor spaces, transforming them into stunning landscapes that captivate the eye and soothe the soul.

It is one of the greatest pleasures in my career to work with Ashley. I get to spend time with her, watch her learn, and take pride in the product we deliver.



At the heart of La Barge Landscape is a family dynamic that fuels passion, dedication, and an unwavering commitment to quality. Jack Lantry, the family patriarch and business owner, brings a wealth of experience and expertise to the table.

“I was fortunate enough in the early stages of my career to work on some amazing projects like golf courses, amusement parks, community development, city and county streetscapes,” says Jack. “I was amazed at the before and after, how much landscape can beautify a project and bring it to life.”

Working alongside Jack is his daughter, Ashley Lantry, who embodies the next generation of La Barge Landscape’s leadership. From her early days assisting in basic office tasks to taking on a more significant role in the company, Ashley’s dedication and drive have been instrumental in shaping the business’s success. She started working at La Barge Landscape in 2021 and loves what she does.

Jack’s wife, Ruth, and one of his other daughters, Aubree, also work at La Barge Landscape. Their Labradors, Rowdy and Jameson, have even become La Barge Landscape’s well-known “office pups.” Together, they form a close-knit family eager to serve their clients and the community.





BETTER TOGETHER

The bond between father and daughter reflects deep respect, admiration, and love for each other's work. Jack takes pride in watching Ashley learn and grow, marveling at her work ethic, intelligence, and passion for design. For Ashley, working alongside her father has been a blessing.

"I fell in love with what my Dad does," smiles Ashley. "We work so well together, and I am very blessed to be mentored by him." Jack shares, "It is one of the greatest pleasures in my career to work with Ashley. I get to spend time with her, watch her learn, and take pride in the product we deliver." Seeing his daughter develop business relationships with clients, vendors, and others in the industry makes Jack proud.

Jack and Ashley form a formidable team, with Jack's experience complementing Ashley's fresh perspective and innovative ideas. Their commitment to excellence, integrity, and

customer satisfaction drives every aspect of La Barge Landscape's operations, from concept to completion.

COMPREHENSIVE SERVICES

"Anything you see in someone's backyard, we can do it," says Ashley. La Barge Landscape's portfolio of services encompasses both construction and maintenance, ensuring that every aspect of a client's landscaping needs is met with precision and care. From irrigation and cleanups to concrete, pavers, flagstone, walls, synthetic turf/sod, patio covers, fencing, and fire pits, La Barge Landscape's skilled team can bring any outdoor vision to life. Their commitment to quality craftsmanship, attention to detail, and personalized service have earned them a solid reputation.

What truly sets La Barge Landscape apart is its dedication to building lasting client relationships. Jack and Ashley prioritize customer needs above all else, ensuring that every project exceeds expectations. Their

team's personal touch and commitment to excellence have earned them a reputation as trusted partners in landscaping, with clients turning to them repeatedly for their outdoor needs.

"It's nice to form relationships with REALTORS®," says Ashley. "REALTORS® come to us for maintenance and irrigation. They then recommend us, and we are hired for the bigger construction jobs." They enhance landscaping, even redoing all of it to improve curb appeal.

FOCUSED ON FAMILY

When not working, Jack and Ashley spend time with their families. From family barbecues, cornhole, and darts to brewery visits, the Lantry family embodies the spirit of togetherness, both in and out of the workplace.

As Father's Day approaches, Jack reflects on the blessings of having his children by his side and the joy

I fell in love with what my Dad does. We work so well together, and I am very blessed to be mentored by him. ☺☺

of watching Ashley thrive in her role within the company. For Jack, La Barge Landscape is more than just a business—it's a legacy built on love, dedication, and family.

FOR MORE INFORMATION

La Barge Landscape stands ready to bring clients' visions to life. Elevate your outdoor space and create a landscape that will stand the test of time. With a team driven by passion, expertise, and a commitment to excellence, La Barge Landscape continues to set the standard for landscaping excellence.

For more information on this local business, visit LaBargeLandscape.com, or call 505-345-3000.



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



**COUTURE
BROKERAGE**

*Putting Style
Back Into Real Estate*

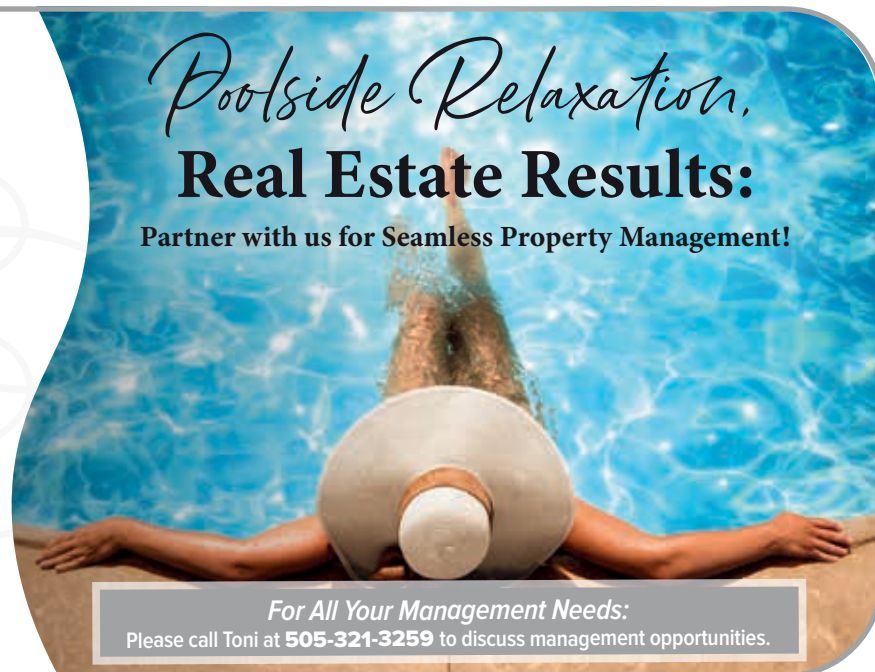
TONI-LEI PONIC

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

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

Poolside Relaxation, Real Estate Results:

Partner with us for Seamless Property Management!



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**

Bringing Your
Vision into

focus

**FULL SPECTRUM
PHOTOGRAPHY**
Angela Chavez Adkins
505-507-1858



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



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:

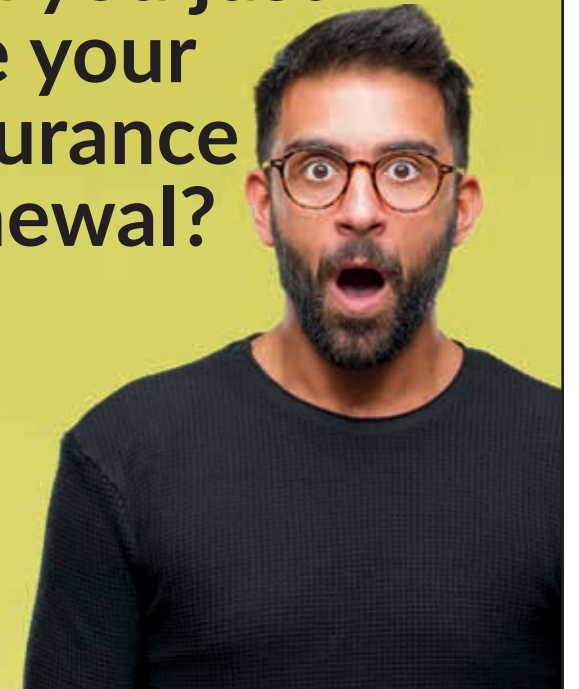
- Traditional and Synthetic stucco
- Best Possible Color and Paint Matching

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

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





JOHN WOODS

PHOCUS Team with eXp Realty

“ MY HOPE IS THAT PEOPLE WHO MEET ME FEEL LIKE THEY’VE MADE A FRIEND. I VALUE FRIENDSHIPS ABOVE TRANSACTIONS. ”

IMPACT THROUGH INTEGRITY

There are clearly many ways to achieve results in life. But the ones that mean the most and that serve as examples to others are those that are done for all of the right reasons.

John Woods is a perfect example of that truth.

As leader of the PHOCUS Team with eXp Realty, John creates real, tangible impact through his life and approach of integrity.

STRONG BONDS

John smiles as he talks about the bonds he enjoys with people in the industry and the community.

“My hope is that people who meet me feel like they’ve made a friend. I value friendships above transactions. I love generating long-term friendships with people,” John says.

“I want them to feel they got very professional help by someone who had uncompromising integrity. Buying or selling is stressful, but it can also be fun. My role is to take as much stress away as I can through organized systems and a team so they can say the experience was better than they expected.”

MINDSET FOR BUSINESS

As John remembers it, the entrepreneurial spirit was always very alive in him. As a young child, he would buy pixie sticks for a penny and sell them on the playground for a nickel. Plus, as he was growing up, he also had his own network marketing business. As he came of age and finished his high school career, he went on to the University of New Mexico and earned his Bachelor’s degree in Management of Information Systems.

After his collegiate career was done, he went on to work at Intel as a Software Engineer for 14 years. In time, he had a crucial conversation with a friend at church.

“I sensed that it was time to have my own business,” he says. “At first I thought I would be a full-time real estate investor. But then I decided to get my license. I love being a REALTOR® and helping people with their largest purchases and sales.”

As he got his license and began his journey in the business, he faced the challenge of entering a commission-based career field.

“It was hard, because I made half of what I had the year before,” he remembers. “It took about two or three years to build up to where I had been at Intel.”

GAINING NEW GROUND

Through time John kept building his business. As business kept growing, he took the next step forward and started his own team — PHOCUS in 2018.

“My wife helped me see it wasn’t sustainable without help. I had been so stressed with starting the business and making a living,” John says. “I’m a Christian, and that’s a huge part of how I build my business. I was getting burned out. I decided not to schedule things on Sundays and spend it with family.”

Today, John is proud to lead a small but highly productive and cohesive team with four other agents.

“Christy Burton got her license and is our Licensed Transaction Coordinator. She is a neighbor and friend. It has been a blessing,” John says.

“Heidi Kamei is our Listing Coordinator, and Dayna Cuellar is our Marketing Coordinator. Katie Fellur and Cindy Vargas are also on our team. We help each other out a lot. I love being part of a team.”

FAMILY FULFILLMENT

One of the primary drivers in John’s life is his family. As he says, “They are definitely my why.” He treasures time with his wife of 22 years, Michelle, and their four children. “I couldn’t have done this without her support,” he emphasizes. “I try to be home for dinner at 7 p.m. every night.”

In his free time, John likes traveling with his family for camping excursions or road trips.

“Last year we drove to Mexico. We stayed in an Airbnb on the Sea of Cortez. We drove there and spent the week on the beach with our four teenagers,” he remembers.

ACTIVE PURSUITS

John and his family also like playing cards and board games. Biking is also a favorite, along with visiting the mountains. He also enjoys photography.

“MY ROLE IS TO TAKE AS MUCH STRESS AWAY AS I CAN THROUGH ORGANIZED SYSTEMS AND A TEAM SO THEY CAN SAY THE EXPERIENCE WAS BETTER THAN THEY EXPECTED.”

They also are actively engaged with their church, Believers Center. As part of that, John runs video once or twice a month. When it comes to giving back, PHOCUS supports Charity Water, a non-profit that provides long-term water solutions to people around the world. In fact, they donate \$40 per closing to provide clean water to one individual in the developing world, and since 2018, have helped 242 people.

As he looks to the future, John is very appreciative of what he does and the environment in which he is able to pursue his passion for the profession.

“I love being part of a team and brokerage where you get phenomenal training and support. Being part of eXp Realty has provided great support,” John says. “It means a lot partnering with others you can call on to help ... surrounding yourself with people you can trust with integrity and professionalism.”



Let's Help Your Client Build Their Dream Home



If your client is in the market for a new build, I can help. Bell has new construction programs for every situation, including a two-time close construction loan, conforming one-time close loan, and lot loans. Contact me today to see how Bell can help your clients achieve their new construction homeownership dreams. Let's build a successful partnership together.

Bell Bank Mortgage

YVETTE KLINKMANN
Area Manager
505.280.0508 | Fax: 18554018104
yklinkmann@bell.bank
mortgagesbyyvette.com
NMLS #471722

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

MORT24 185

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!

Making a Splash



with Reliable Inspections for Real Estate Pros!

Beyond INSPECTIONS SERVICE, INC.

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!

Are your clients looking to buy with no money down?

With our Zero Down program, we offer down payment assistance so your clients can purchase a home now.



Program details:

- Primary residence purchase transactions only*
- 96.5% FHA first mortgage paired with a 3.5% or 5% DPA repayable second mortgage or 3.5% DPA forgivable second mortgage**
- Fixed-rate loan with temporary buydown options available
- Credit scores as low as 600
- No minimum borrower contribution required***

Connect with us and let's shape homes where families thrive.

O: 505.328.1178 | 2155 Louisiana Blvd NE Suite 4000, Albuquerque, NM 87110



Jeremy Leister

Senior Loan Officer | NMLS #448581

M: 505.620.4036



Tammy Leyba Branch

Loan Officer | NMLS #1706069

M: 505.670.6981



Amber Bennett

Senior Loan Officer | NMLS #345241

M: 505.263.6472

Guild
mortgage
OWN WHAT MATTERS

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. *FHA standard loan limits apply. **Second lien can be 3.5% or 5% of the purchase price. The 3.5% or 5% DPA can be used for down payment and closing costs. ***The program pairs a second mortgage for the down payment and/or closing costs with a standard FHA insured first mortgage. Our Zero Down program is not affiliated with HUD. For use by Real Estate Professionals only. Not intended for public use or distribution. Guild Mortgage is not affiliated with Real Producers Magazine.

Give Your Homebuyers A Happy *Welcome Home*

Maintain and optimize heating, cooling and plumbing systems with our certified technicians and professional service.

Schedule your seasonal changeover and evaporative cooler replacement today



Veteran Owned

ANCAE AIBO
Heating and Air Conditioning • Plumbing

Duct-Cleaning Services
Now Available



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

► overcomer

By Beth McCabe | Photos by Liz Lopez

OVERCOMING OBSTACLES AND TACKLING CHALLENGES WITH GRACE AND GRIT

“God only gives you what you can handle,” says Dennis Friedland. No stranger to adversity, Dennis has seen his fair share of challenges but also had the courage and confidence to conquer whatever was in his path.

One of those challenges was having premature twins born at 24 weeks, Hannah Rain and Hailey Rose, weighing under 1 pound each. After 23 days, Hailey Rose’s intestines burst, and surgery was performed. She lived for 6 days.

“Hannah was dying at that time,” recalls Dennis. “She wasn’t breathing on her own and pulled out her own ventilator.” However, when Hailey Rose went to heaven, Hannah miraculously recovered. “Hailey is Hannah’s guardian angel,” says Dennis.

Fast forward to today and Dennis takes care of Hannah as her full-time guardian. Hannah, who uses a wheelchair for mobility, is the joy and light in Dennis’ life. “She’s my salesperson,” he jokes. When he brings Hannah to showings, people fall in love with her, and houses sell easily. Hannah brings joy to all who see her.

“I’m lucky,” says Dennis. “I am blessed.” He considers all his life experiences to have put him where he is today, a place of happiness with a bustling real estate career that he could never have imagined.

EARLY BEGINNINGS

Originally from Pennsylvania, Dennis began his career as a physical education instructor and wrestling coach. “In college, I was

“
With real estate, the
work you put in is the
work you get out.”
”

DENNIS FRIEDLAND
SIMPLY REAL ESTATE



“God only gives you what you can handle.”



Dennis realized his \$45,000 income as a teacher was insufficient for his family’s needs, especially with Hannah needing special care due to cerebral palsy.

Taking a leap of faith, Dennis ventured into real estate in 2015, initially facing struggles but finding his footing with the guidance of mentors like Elizabeth

recruited as a wrestler,” he explains. I was a four-time All-American college wrestler in Colorado and National Champion.” After obtaining his teaching credential from the University of New Mexico, he taught physical education and coached wrestling in three different schools and was awarded Coach of the Year at Rio Rancho High School. In 2006, his team was ranked sixth in the country. He was also inducted into both the College and New Mexico Hall of Fame.

Despite a successful career in education, Dennis found himself at a crossroads after the premature birth of his twins, which was coupled with a divorce when Hannah was 11.

Karsten. Joining her team proved pivotal, as he quickly learned the ropes and excelled, eventually achieving remarkable success on his own.

How did he make it through life’s struggles? “Wrestling taught me life lessons,” explains Dennis. He attributes much of his resilience and work ethic to his experiences as a wrestler, teaching him the value of perseverance and a positive attitude in the face of adversity.

Today, as a top producer at Simply Real Estate, Dennis thrives on the flexibility and opportunity for growth that real estate offers. “With real estate, the work you put in is the

work you get out,” he remarks. His life journey has been marked by both personal and professional triumphs, including taking full guardianship of Hannah and seeing his eldest daughter, Kylee, graduate with a nursing degree, and his son, Tegan, excelling in high school football.

His kids mean the world to him, and Dennis has all of his kids’ names tattooed on his chest and shoulder, which is a meaningful reminder of what matters most in life.

PASSION AND PURPOSE

For Dennis, real estate is not just about transactions; it’s about building relationships and making a difference in people’s lives. He finds joy in connecting with clients and helping them navigate the complexities of buying or selling a home. Outside of work, Dennis enjoys camping, fishing, and golf, indulging in the simple pleasures of life.

Despite his obstacles, Dennis Friedland’s journey speaks volumes of his resilience and embracing optimism in life’s most significant challenges. As he continues to make a difference, Dennis exemplifies the notion that with the right mindset and perseverance, any challenge can be overcome, and every obstacle can be turned into an opportunity for growth and success.

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

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

ALL OF OUR INSPECTORS ARE LICENSED & INSURED.



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

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

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

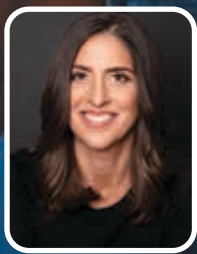
We look forward to growing our relationship with you!

- 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

BANK OF ALBUQUERQUE MORTGAGE



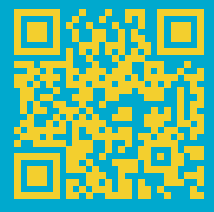
Sarah Whitlock
VP Mortgage Banker, NMLS #640507
Call/Text: 505 239 1022
swhitlock@bankofalbuquerque.com

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

WE GO THE EXTRA MILE SO YOU DON'T HAVE TO

- » REPAIR
- » INSTALLATION
- » PLUMBING
- » HEATING
- » COOLING

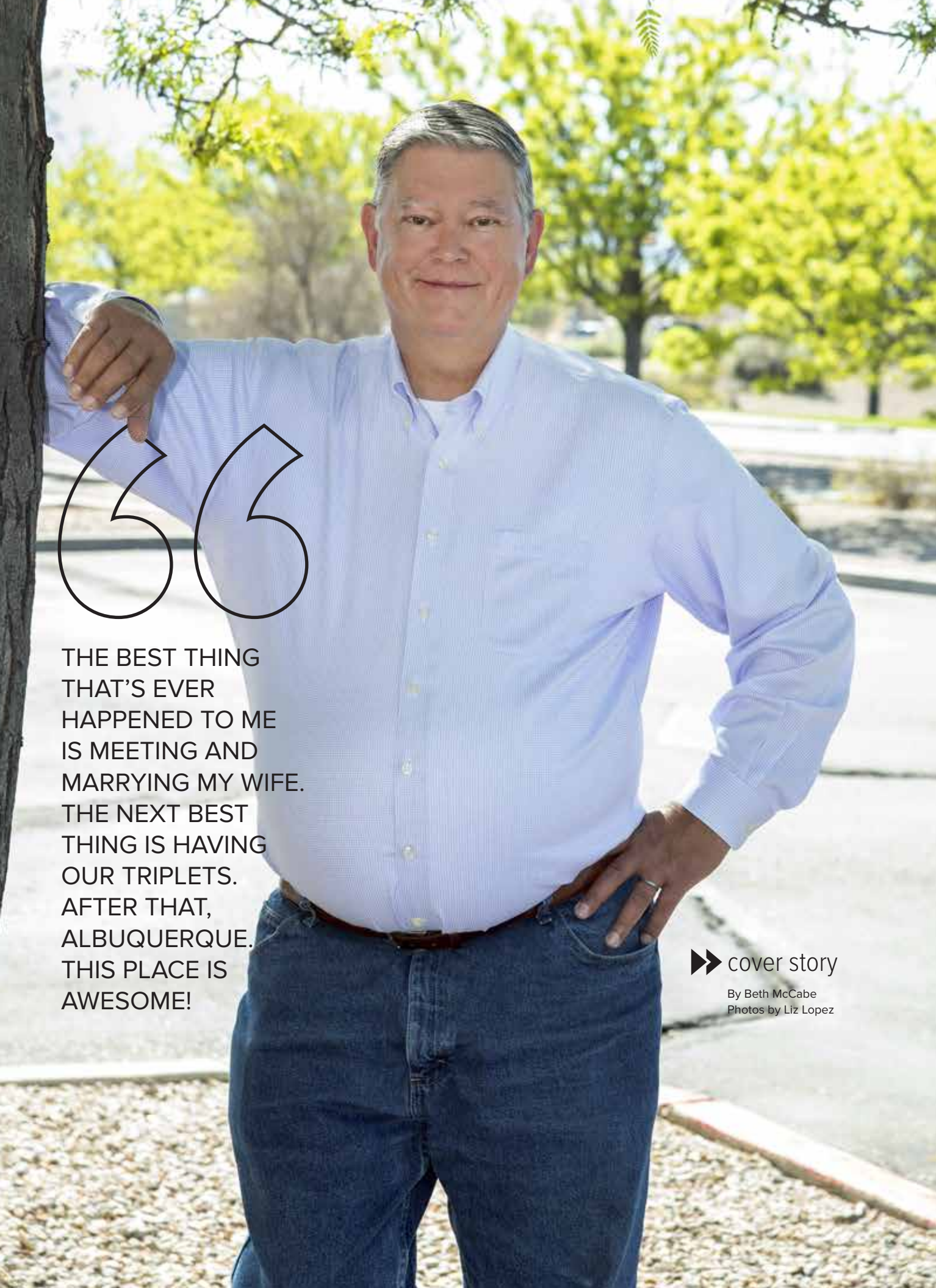
SCAN NOW FOR YOUR FREE QUOTE!



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

505.366.1785 » MARATHONMECHANICALNM.NET » 3318 GIRARD NE

3318 Girard Blvd NE Albuquerque, NM 87107



“

THE BEST THING THAT'S EVER HAPPENED TO ME IS MEETING AND MARRYING MY WIFE. THE NEXT BEST THING IS HAVING OUR TRIPLETS. AFTER THAT, ALBUQUERQUE. THIS PLACE IS AWESOME!

▶▶ cover story
By Beth McCabe
Photos by Liz Lopez



Mike GRIFFIN

CENTURY 21 CAMCO REALTY

**REELING IN THE
BIG DEALS**

As a commercial fisherman in Alaska, Mike Griffin has experienced unbelievable adventures that he is still alive to tell about, similar to the popular television show, “Deadliest Catch.”

“I was on a commercial fishing boat with sustained winds well over 140 knots,” he recalls.



These hurricane-force winds made it challenging to hang on. “The wall became the floor as the TV and books were moved around. During my last season in Alaska, I was in the wheelhouse, and we were getting buried in the waves. The whole deck would flood.” The stern, however, did not flood and was still visible with each passing wave. As the water cleared off the deck, Mike ran out to the stern to experience a death-defying thrill.

“I watched the boat go into the wave, and the wave folded around the boat. I couldn’t see anything but water. The water crashed onto the boat and filled the entire deck. I watched that happen three times before I knew I needed to get back inside.” He ran back to the wheelhouse, realizing he had escaped death, and then endured the skipper’s wrath.

“If we had a bigger wave, I would have been washed off the boat,” he admits. Commercial crab fishing isn’t for the faint of heart. “We fished for nine and a half days. You do the first 72 hours with short breaks to grab a bite and check the engine room. After that, guys need to get some rest. You plan runs between strings [sets of 10-25 pots set in a ‘string’ of pots] to give everyone some time in the

sack, usually 1 to 2 hours. I made \$18,000 but also lost thirty-five pounds. I could use a diet like that again,” he laughs.

“Commercial fishing wasn’t paying all that well, and even though I loved it, the income stream was too inconsistent to be a decent career,” Mike reflects. With long hours and unpredictable conditions, fishing in Alaska was a test of endurance and determination.

TRANSITION TO REAL ESTATE

In 1986, Mike made a pivotal decision to leave behind the fishing industry and pursue a career in real estate. Inspired by his brother Jeff’s success in real estate in Seattle, Mike ventured into property sales with a newfound determination. Drawing from his work ethic honed in the fishing industry, Mike quickly found success, surpassing expectations and setting ambitious goals for himself.

“I remember in my first year, I was hanging out with some older, more experienced agents,” Mike recalls. “They were talking about doing deals that carried very large commissions, like \$100,000. I said, ‘You’re all trying to do a \$100,000 deal. What

if you did one hundred \$1,000 deals in a year?’ They laughed at me and said, ‘No one can do a hundred deals in a year,’ but the next year, I did a hundred and twenty-five.”

“Taking the work ethic from commercial fishing and applying it to the real estate industry proved to be very fruitful,” Mike reflects. He came to Albuquerque a decade ago when his wife Natalia landed her dream job there. Mike continues to excel in real estate at Century 21 Camco Realty and is an asset to their clients.

Over the years, Mike’s career has flourished, closing over 1600 real estate transactions. His dedication to his clients and commitment to excellence have earned him a reputation as a trusted advisor in the industry.

“I’m really grateful for our clients. We really care a lot about the people we work with,” says Mike. “My brother nicknamed me ‘The Universal Solvent’ for problems,” he jokes. Mike can tackle transaction troubles head-on and move deals to the closing table.



TAKING THE WORK ETHIC FROM COMMERCIAL FISHING AND APPLYING IT TO THE REAL ESTATE INDUSTRY PROVED TO BE VERY FRUITFUL.

A BLESSED LIFE

“I’m 65 years old, and I’ve lived a very colorful life so far,” says Mike. “The best thing that’s ever happened to me is meeting and marrying my wife. The next best thing is having our triplets. After that, Albuquerque. This place is awesome!”

Looking over his career, Mike has a heart of gratitude. From the icy waters of Alaska to the real estate scene in Albuquerque, he has navigated life’s challenges with courage. As he continues to reel in the big deals, he has made a name for himself here in Albuquerque and beyond.

Ready, Set, Bid



**Keeping
Your
Listings
Move-In
Ready**

- Estate Sale
- Moving Sale
- Storage Auctions
- Business Liquidations
- Downsizing & Senior Moving Sale Assistance

My Auction Addiction
Estate Sales ~ Moving & Downsizing Sales

505.252.0915 • AlbuquerqueAuctionAddiction.com

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



DIVE INTO SUMMER WITH SMOOTH CLOSINGS!

Multiple locations and team members to serve you.

- ✓ Local Expertise
- ✓ Top tools & technology
- ✓ Unbeatable Service



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

Kylie Coffman
Business Development
DIRECT 505.967.7892
kycoffman@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!

HOBBS
1819 North Turner, Ste B
Hobbs, NM 88240
PHONE 575.393.7706

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

LOVINGTON
115 E Washington,
Lovington, NM 88260
PHONE 575.396.5846

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

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

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

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] 24DID0011AD_NM_04



First American Title™



20 YEARS OF
THE N2 COMPANY

INTEGRITY MATTERS

REALTORS, YOU GO ABOVE AND BEYOND EVERY DAY.
YOUR CLIENTS DESERVE THE BEST – NEVER SETTLE FOR LESS IN DUCT RESTORATION!
DuctWorx is Albuquerque's Most Trusted Air Duct Cleaning, Repair & Restoration Professionals.

**New Mexico's Only Licensed General Contractor
for Air Duct Restoration** License #413839



505.600.9374



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



ductworxnm.com • ductworx505@gmail.com
FULLY LICENSED, BONDED & INSURED NMAR 6107 FORM COMPLIANT

Benco Electric OUTSTANDING CUSTOMER SUPPORT + SERVICE

ILLUMINATE SUCCESS:

Lighting Up Success for Top
Producers and Their Clients

- ✓ REMODELS
- ✓ INSPECTION REPORT REPAIRS
- ✓ RESIDENTIAL & COMMERCIAL
- ✓ ELECTRICAL SERVICE UPGRADES

505.934.1221 • BencoElectricLLC.com

BONDED & INSURED
Lic. #389951

