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REAL ESTATE  
TEAM TITANS:

Linda Rasheed

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Jane Way

SEPTEMBER 2024



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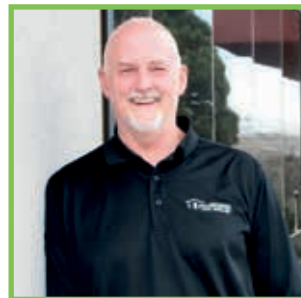
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# BEYOND INSPECTIONS SERVICE, INC. & their Powerful Partnership with Melissa Moya & Torie Robinson



Melissa Moya, Torie Robinson, Melodie Lucero, and Michelle Castaneda

▶▶ powerful partnership

By Dan Clark  
Photos by Ponie Photography

## WOMEN-LED, COMMUNITY-FOCUSED, AND REVOLUTIONIZING REAL ESTATE

Behind every successful real estate deal, there's a symphony of experts working in harmony. While real estate agents may be the maestro, it's the unsung heroes, the "prolific partners," who truly elevate the experience. In the heart of Albuquerque and beyond, one name is making waves and ensuring transactions are smoother than ever: Beyond Inspections Service, Inc.

Years ago, Istvan Zsako's Zsako Home Inspections housed his office across the hall from Michelle Castaneda's property management job. When Istvan relocated, he invited Michelle to manage his new office, and soon after, Melodie Lucero joined the team to handle finances and administration. As Istvan pursued other ventures, Michelle and Melodie's passion for the inspection company grew, and they eventually purchased it from Istvan, rebranding it as the now thriving Beyond Inspections.

The scope of services offered by Beyond Inspections might just surprise you. Not only do they do standard home and commercial inspections, but tend to be all-inclusive, so you really can order everything all at once and remove any of the standard contingencies in one fell swoop. Those inspections include Radon Testing, Sewer Video Scans, Mold Testing, Asbestos Testing, Duct scoping and Well and



Water Testing. In addition, they serve all of Central and Northern New Mexico with their fleet of electric vehicles.

The best thing about Beyond Inspections is the plethora of services that they offer, but being a woman-owned business is highly appealing to those who have a propensity to support small and women-owned businesses. Torie Robinson, an 18-year veteran in real estate and Broker-Owner of RE/MAX Elevate in Rio Rancho offers, "I love the fact that they're women-owned. They offer just about every single kind of inspection you can think of." She continues, "They really can do almost any inspection, which I think is fantastic. You can go online and order all of them at once, so as a REALTOR®, it's kind of like one stop shopping."

Melissa Moya with Weichert, Realtors – Image in Albuquerque got started in real estate a little over three years ago. As a mom of two, Melissa tries to focus on teaching her children about entrepreneurship and that they can achieve any dream they can imagine. She exclaims, "Beyond Inspections is the epitome of that! I especially like helping single moms as clients, and I love helping support local businesses – especially women-driven businesses. And I like the ease of scheduling with them."

Outside of running a highly successful real estate inspection business, Michelle and Melodie both maintain a busy lifestyle outside of the office. While Michelle tends to be the face of the business with marketing and attending events, she is a self-proclaimed "semi-retired" professional who keeps busy gardening, cooking, taking care of her cat, and sharing



Melodie Lucero

responsibility with her sister and brother to care for their 89-year-old mother. Melodie sustains a semblance of normalcy by spending time with her husband and two daughters. While Melodie loves reading, she also loves spending time with her family taking treks along many of the Los Alamos trails for some outdoor time.

Beyond Inspections takes pride in contributing to the community and also co-branding with some of the local real estate brokerages – co-sponsoring the real estate magazine with RE/MAX Elevate, having flyers printed for many brokerages to include in their presentation folders and doing "Lunch and Learns" with Weichert Realtors – Image, among other companies. Beyond Inspections' commitment to providing comprehensive services isn't just about convenience for their clients; it's a reflection of their dedication to making the entire real estate process as smooth and stress-free as possible.



Michelle Castaneda

When it comes to real estate, Beyond Inspections isn't just another partner; they're a testament to the power of collaboration, expertise, and the entrepreneurial spirit. Their commitment to excellence, comprehensive services, and support for women-owned businesses make them an invaluable asset to New Mexico's real estate landscape and beyond. As Michelle and Melodie continue to lead Beyond Inspections with passion and expertise, it's clear that this dynamic duo is not only transforming the inspection landscape but also leaving a positive impact on their community. For those seeking a comprehensive, efficient, and supportive inspection experience, Beyond Inspections is undoubtedly a name to remember, redefining what it means to be a true partner in real estate success.

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Making that human connection is what defines success for me. We all need the same basic things—water, food, shelter. I am helping people with one of the biggest decisions of their lives.

▶▶ team player

By Beth McCabe  
Photos by Liz Lopez

# Sandra Tucker

THE GAILLOUR GROUP

## From Selling Cars to Selling Homes

“I wish I had started real estate earlier than I did,” says REALTOR® Sandra Tucker with The Gaillour Group, Keller Williams Realty Riverside. Hindsight is 20/20 for this Top Producer. “If I had started earlier, I would have been further ahead.” However, her experiences in life have made her the go-getter and bold entrepreneur she is today.

Sandra grew up in Florida as one of six siblings, with family now spread across Georgia and North Carolina. Reflecting on her active childhood, she recalls, “I was basically a kid who took every single lesson—western horseback riding, tap, ballet, and piano.” Her competitiveness caused her to excel in sports. After playing basketball in middle and high school, she earned a basketball and dance scholarship to St. Petersburg Junior College, now known as St. Petersburg College.

Initially, Sandra aimed for a career in communications, envisioning herself as a writer or journalist. However, life had other plans. She ended up in sales and blazed her own trail, working for BMW of North America as the only female salesperson in the dealership. Winning a sales contest allowed her to travel to Munich and tour the European distribution center for BMW, an experience she cherishes to this day.

### From Buying to Selling

Sandra’s road to real estate began when she and her husband bought their first home. “I was a novice,” she laughs. It was the door to her destiny. A chance encounter with a gracious real estate agent sparked a friendship and a suggestion that Sandra consider a career in real estate. She took these words to heart.

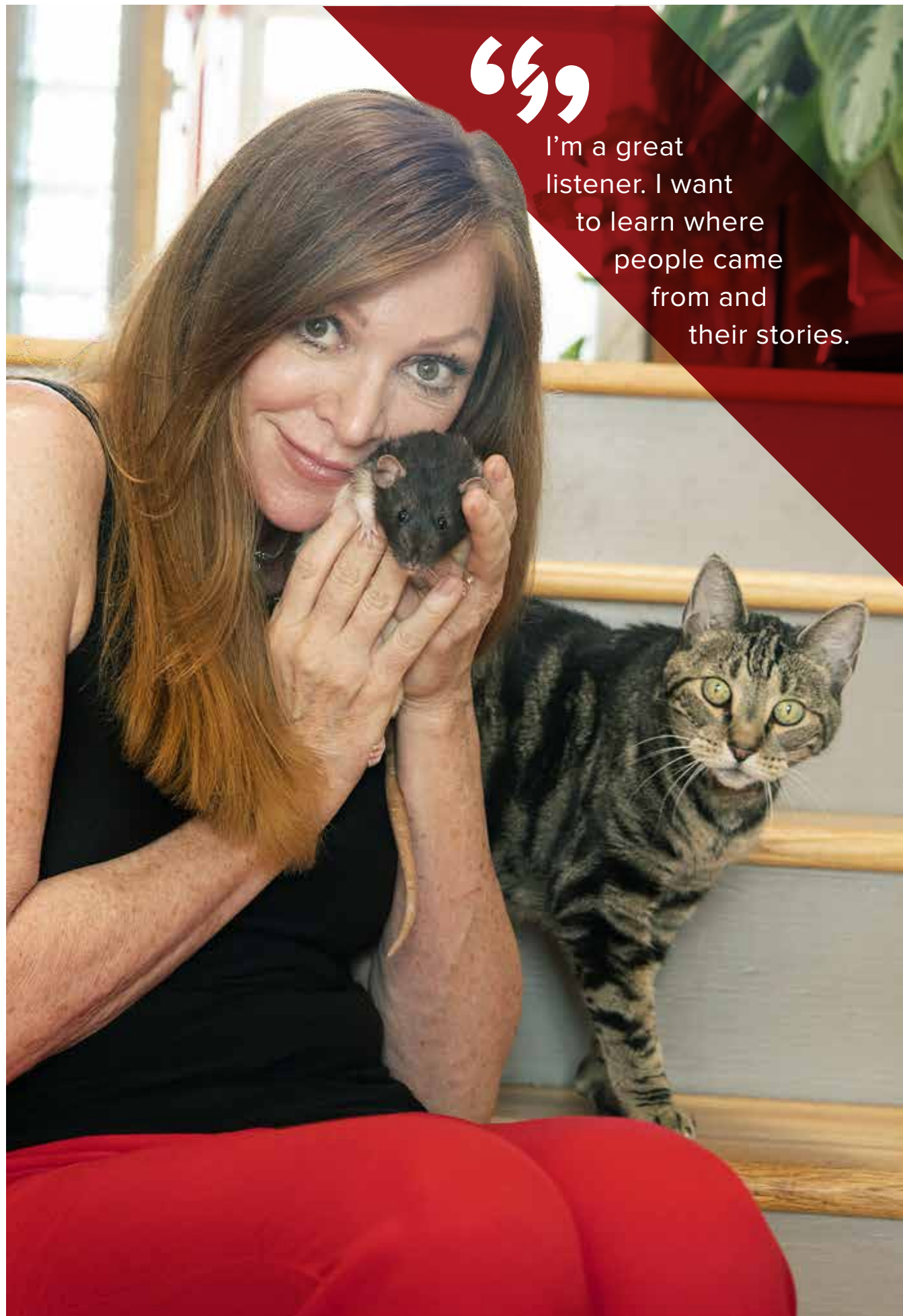
“I was ready for something else,” Sandra says. She took the real estate test in 2012, which forever changed her career. Over the past 12 years, Sandra has established herself as a dedicated real estate professional.

Her real estate license was initially in Washington State, where she moved in 2008. After meeting her husband in 2010, they often visited his parents in Roswell, New Mexico. The lure of more sunshine and the high desert eventually led them to relocate to Albuquerque in 2020. Starting fresh in a new city without friends or family was challenging, but Sandra’s determination and passion for real estate propelled her forward.

Sandra defines success through building relationships. “Making that human connection is what defines success for me. We all need the same basic things—water, food, shelter. I am helping people with one of the biggest decisions of their lives,” she says.

“

I'm a great listener. I want to learn where people came from and their stories.



She is genuinely interested in other people's life experiences. "I'm a great listener," she adds. "I want to learn where people came from and their stories."

Sandra is still in touch with many of her clients. Looking forward, Sandra aims to make her business 75 percent referrals and 25 percent new clients, highlighting that "the best compliment someone can give me is a referral."

**Grateful for Her Team**

Sandra is grateful for her Transaction Coordinator, Noel Higgins. "If there was a person who was everything I'm not, she is it. She is highly organized and highly communicative about what needs to be done in a transaction. She's on top of things."

She's also appreciative of Daniel, who has given her the freedom to develop into the successful REALTOR® that she is today,

**Family, Fun, and Four-Legged Friends**

When not working, Sandra enjoys spending time with John Mark Tucker, who works in the cybersecurity department of a Fortune 100 healthcare company. They've been married for 13 years and have known each other for 14. John Mark is also a prolific writer, having authored 17 novels in the sci-fi, fantasy, and romance genres.

To relax, Sandra loves to paint. "Acrylic on canvas is my medium," she says. Her subjects are people and emotions. "I want more work-life balance, and honing my craft of painting would be fantastic."

Interestingly, Sandra and John Mark share their home with several pet rats and a cat. The cat, a city cat, doesn't want anything to do with the rats. The rats are "pocket pets," and are inquisitive and smart with their dog-like personalities. "They communicate in a decibel we can't hear, similar to dolphins and whales," says Sandra.

**Concluding Comments**

Life is an adventure for those who embrace the journey. Sandra never had imagined herself in real estate, but discovered that she loved it. With her heart for helping others, she has a bright future ahead of her in Albuquerque.



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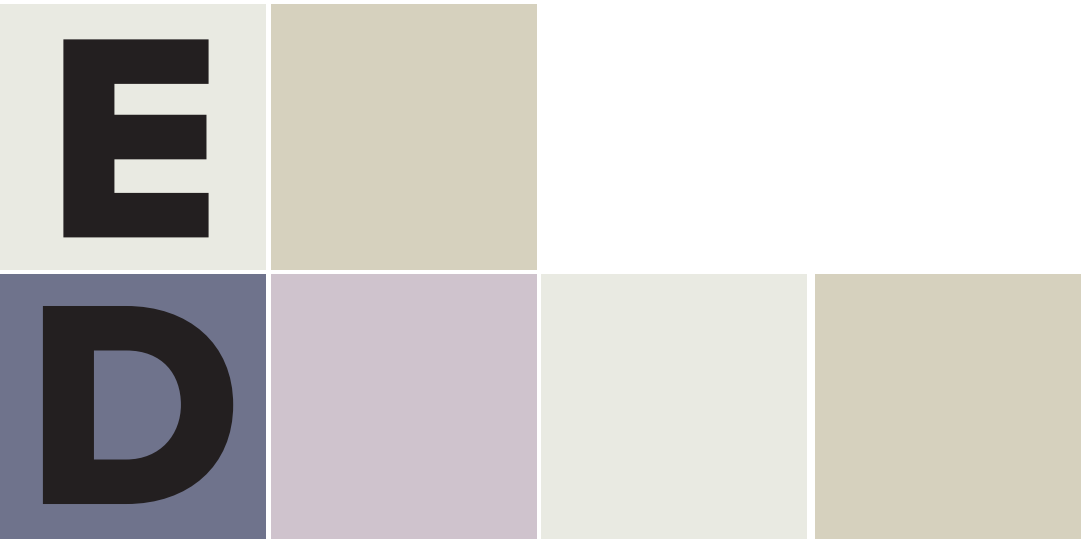
**MEDINA REAL ESTATE INC.**

“I had always intended to be a psychologist,” says REALTOR® Linda Rasheed. She earned her Bachelor’s degree in Psychology and planned to get her master’s and doctorate. However, having kids opened a new door for her.

“I wanted to be a stay-at-home mom, and it was important for me to be at home with my girls,” smiles Linda, the mother of three daughters.

Family is near and dear to her heart. Growing up in Northern California, Linda’s father was from Palestine and her mother was from Brazil, blending a rich cultural heritage. Entrepreneurship was part of her family, especially with her family running a clothing business. As the only girl among two older brothers, she had to develop a tough skin early on. She lived in California until the age of nineteen, got married, and moved to New Mexico, where she has been ever since with her husband, Ousama.

team player  
 By Beth McCabe  
 Photos by Liz Lopez



“

JUST BECAUSE WE CLOSE A TRANSACTION DOESN'T MEAN OUR RELATIONSHIP IS OVER.



**PIVOTING DURING THE PANDEMIC**  
Linda obtained her real estate license in September 2020, right in the middle of the pandemic. “It was a very interesting time to start,” she recalls. “The fall of 2020 was when the governor decided to shut everything down, including open houses.” Despite the challenges of back-to-back showings and competitive bidding frenzies, Linda learned how to get creative and competitive with offers, a skill she still uses today.

Initially, Linda intended to be a transaction coordinator, as she considers herself a “paperwork nerd,” enjoying being organized and keeping track of documents and deadlines. However, once she started selling houses, her career goals shifted entirely. Now she works with Medina Real Estate Inc. and truly loves what she does.

“I’m an introvert at heart. My friends always call me a hermit,” laughs Linda. “Real estate has really brought me out of my shell.” Communicating with customers, learning what they need, and helping them come easily to her.

“I didn’t realize how much I would enjoy being a REALTOR®,” she candidly comments. “It’s a challenging, but rewarding profession,” she adds. It’s also a career filled with variety. “No two clients and transactions are ever the same. It’s fresh and new all the time.”



**MAKING DREAMS COME TRUE**  
“Being part of someone’s dreams is incredibly fulfilling,” Linda shares. Her only challenge is managing her time. “I want to be accessible and helpful all the time.”

Even after the transaction, Linda continues to serve her clients. “Just because we close a transaction doesn’t mean our relationship is over” she points out. She is there for her clients when they need her.

**A LOVING MOTHER**  
When not working, Linda savors time with her daughters and is a role model for them. “My girls are my greatest achievement, and my pride and joy,” she says. She is also blessed with a loving and supportive husband.

Traveling is a hobby that everyone enjoys. “I want to travel more and see

the world,” says Linda. “I want to experience different cultures, see different countries, and try different foods.”

Closer to home, Linda enjoys reading psychological thrillers and kickboxing. “It’s great exercise,” she says. It also helps her mentally to be on the top of her game.

**LINDA’S TEAM SPIRIT**  
A caring and compassionate soul, Linda treats her clients as she would want to be treated. “I’m committed to helping people with whatever they need and ensuring they feel like family,” she says.

Linda has been part of a team since she started her real estate career. “It’s been a fantastic support system, and they have helped me succeed. I enjoy spending time with a group of people who challenge and inspire me.”

“ MY GIRLS ARE MY GREATEST ACHIEVEMENT, AND MY PRIDE AND JOY.

Linda exemplifies what it means to be a team player, balancing her professional aspirations with her personal values, and always putting her clients and family first.

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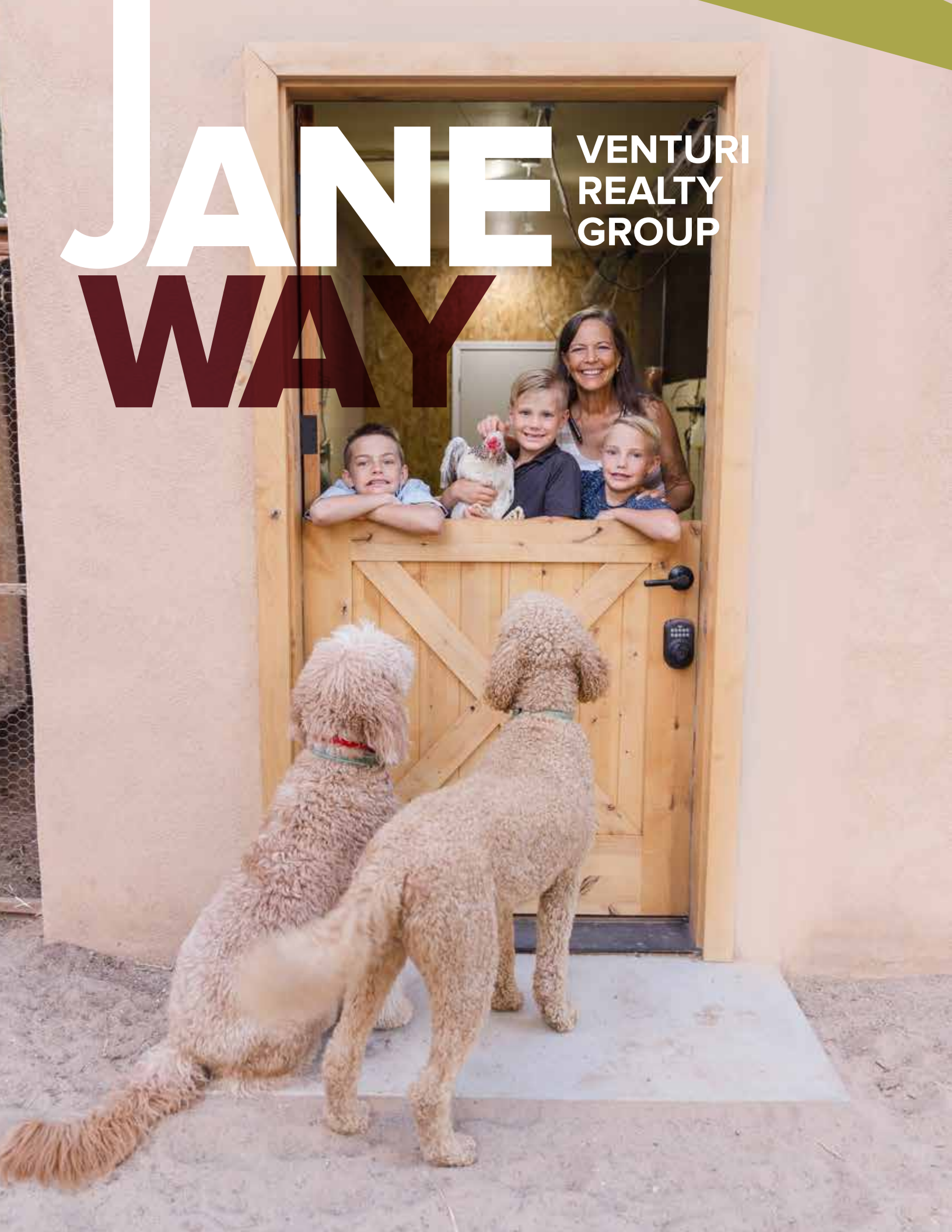
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# JANE WAY

## VENTURI REALTY GROUP



» team player

By Beth McCabe  
Photos by Kate Buckles Photography

### A NEW CHAPTER WITH REAL ESTATE

"I got my license in March 2009," says Jane Way, recalling the moment fondly. Although she started real estate in the middle of a severe market crash, Jane wasn't fazed. She joined the Venturi Team. "Tracy Venturi is my younger sister by 22 months and married to Tego Venturi," she smiles.

"The market was free falling," says Jane. Her personal life experienced cataclysmic change; moving from Wisconsin to Albuquerque to be near family was the change that she needed.

She has a heart of gratitude to Tracy and Tego. "They paid for my real estate licensure classes and mentored me. I followed them around like a puppy," she laughs. "I listened to their conversations and learned the lingo." Soon, Jane had opportunities to connect with clients, and The Venturi Team expanded to three, including Jane, in 2009.

"The Team Concept was in its infancy," she points out. "We received the

majority of our leads via the Internet back then, which was new and suspect in the real estate community."

"Tego and Tracy are visionaries," explains Jane. Before websites were a thing, they invested faith and money into a serious website. It paid off. Phone calls, texts, and emails were attracted to their website. "It was pretty amazing," recalls Jane. "We went from anonymity to number one with Keller Williams in less than a year. We barely acknowledged that milestone," she laughs, "and then we got right back to work."

**LIFE BEFORE REAL ESTATE**  
Prior to real estate, Jane was a





**“ I want to take good care of people, and the rest will take care of itself. I will be with you and we’ll get through the inevitable bumps in the road. ”**

worship leader and youth pastor, serving others in various capacities in the church. The song ‘God Bless The Broken Road’ encapsulates my life,” she comments.

However, she knows that life can also be about new beginnings. Albuquerque was a world apart from her childhood in rural Minnesota. “That’s where our work ethic got its start,” says Jane. She grew up with four siblings and enjoyed her horses and an adventurous life on a 40-acre hobby farm.

The 1970s brought significant changes as her parents divorced, leaving Jane and her siblings to navigate life’s challenges with resilience. “It was a great life yet uncertain at times,” she remembers. Snowed in during harsh sub-zero winters or seeing the challenges her mother faced paying the fuel bill, Jane learned how to make the best of her circumstances. She learned to be a fighter.

One defining moment was in 8th grade when Title IX went into effect. Jane, passionate about sports, enduring great personal costs and public hatred, joined the boys’ basketball team when the athletic director refused them a girls’ team. “It was incredibly challenging. I lost almost every friend and was cursed at often,” she says. “I survived it by looking far into the future, imagining telling my grandkids the story, knowing the pain I was enduring wouldn’t matter then. The next year we got our own girls’ basketball team!”

#### **TACKLING CHALLENGES IN REAL ESTATE**

With her background of resilience, Jane tackles any challenge that comes her way. She works diligently with her clients to move deals smoothly to the closing table. Jane understands

the stress involved in selling a home. “I will be with you and we’ll get through the inevitable bumps in the road,” she reassures her clients.

“I want to take good care of people, and the rest will take care of itself,” she points out. As a longtime follower of Jesus, Jane’s faith informs her actions.

#### **RELAXING + RECHARGING**

When not working, Jane and Kevin, her devoted husband of five years, cherish time with their six adult children and their grandchildren. They like spending time outdoors with their horses and myriad of projects. Jane met Kevin when he walked into her yoga class at Sagebrush Church. “Kevin did yoga to improve his golf game,” says Jane.

Jane Way’s journey from a hobby farm in Minnesota to a successful real estate career in Albuquerque exemplifies resilience and commitment to helping others. She continues to inspire with her unwavering dedication to her clients, team, and family.



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