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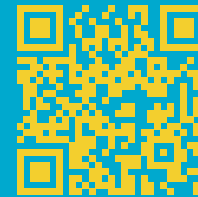
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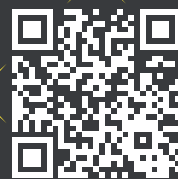
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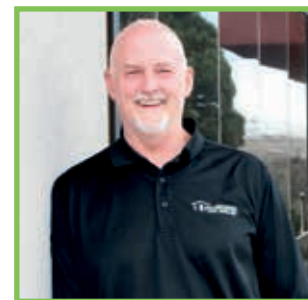


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New Year, New Designs

As we step into 2025, it's time to celebrate the possibilities that a new year brings. For real estate professionals, this is another opportunity to innovate, grow, and strengthen the communities we serve. Whether you're navigating complex transactions, building meaningful client relationships, or shaping the future of our industry, your dedication inspires us every day.

In the spirit of growth and renewal, we're thrilled to introduce a refreshed look in a few sections of *ABQ Real Producers*. After nearly a decade of building the national *Real Producers* brand, this redesign reflects our commitment to staying at the forefront while staying true to our mission: celebrating and connecting the top professionals in real estate.

The upgraded design isn't just about aesthetics—it's about elevating your experience with a modern, sophisticated feel that matches the excellence of the individuals and stories we showcase. This reimagined format represents our dedication to providing content that resonates with you and highlights the very best of our vibrant real estate community.

As we embark on another exciting year together, we remain honored to share your achievements, amplify your voices, and strengthen the connections that make our industry thrive.

Here's to leveling up in 2025!
ML Rauch

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Meet

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YVETTE KLINKMANN

WITH BELL BANK MORTGAGE

BY BETH MCCABE
PHOTOS BY LIZ LOPEZ

When navigating the complexities of financing, Yvette Klinkmann with Bell Bank Mortgage is the person you want in your corner. With over three decades of experience in the mortgage industry, Yvette combines a love for problem-solving with a passion for helping people achieve their dreams of homeownership. She has helped countless real estate professionals and their clients over the years.

Yvette, who serves as Producing Area Manager and Senior Mortgage Loan Officer at Bell Bank Mortgage, describes herself as an introvert who thrives on puzzles and meaningful connections. “I don’t view it as sales,” she shares. “I see it as helping people and figuring out solutions to their unique financial puzzle.” She excels with her natural ability to solve problems and move deals to the closing table.

A Native New Mexican

Growing up in Albuquerque, New Mexico, Yvette is proud to be a native with roots in the area.

After her parents divorced when she was seven, her

mother took the reins, creating a nurturing environment for Yvette and her two older sisters. Summers spent in La Jolla, California with her grandparents and winters in New Mexico nurtured her love for the outdoors.

“My mom was a superwoman,” Yvette recalls. “She would fearlessly load us up in the Blazer and drive us to California which was pretty unusual for a single mom back in those days.” Yvette has fond childhood memories of these adventures. Little did she know that she would be a trailblazer herself in the mortgage industry.

Blazing Her Trail

After graduating from college in 1992, Yvette’s career path took an unexpected turn when her mom’s boyfriend suggested she work as a receptionist at his mortgage company. What began as a temporary gig blossomed into a lifelong career. Yvette quickly moved from loan processor to loan originator, gaining hands-on experience in the days when APRs were manually calculated.

“It wasn’t planned, but it was perfect,” Yvette reflects. “This career allowed me to combine my love for helping people with my talent for solving puzzles.”

Today, Yvette is thriving at Bell Bank Mortgage, a company whose culture she praises as unparalleled. “I wish I had found Bell twenty-five years ago,” she says. “The culture at Bell is so extraordinary that I wouldn’t work anywhere else.”

Best of all, Bell is where she can make a difference for others, helping guide the way to homeownership. “It’s never been about volume or money,” Yvette candidly comments. “It’s about how I feel at the end of the day and if I made a difference.”

“IF I HAD A STRONG MENTOR IN MY 20S, I WOULD’VE BEEN SO MUCH HAPPIER SOONER. I WANT TO PASS THAT OPPORTUNITY ON TO OTHERS.”



“IT WASN’T PLANNED, BUT IT WAS PERFECT. THIS CAREER ALLOWED ME TO COMBINE MY LOVE FOR HELPING PEOPLE WITH MY TALENT FOR SOLVING PUZZLES.”



ensuring the mortgage industry remains vibrant and innovative. “If I had a strong mentor in my 20s, I would’ve been so much happier sooner. I want to pass that opportunity on to others.”

With Bell Bank Mortgage by her side, she is leaving a legacy by spreading joy into the world and making a difference for countless clients. It’s the perfect job for this mortgage matchmaker.

CONTACT US!

For more information, contact Yvette at 505-280-0508, email yklinkmann@bell.bank, or check out her website, www.mortgagesbyyvette.com.

She asks herself, “Did I make a difference in a family’s life?” That’s what it’s all about to this mortgage matchmaker, who wants to spread joy wherever she goes.

Spreading Joy

Inspired by Brother David Steindl-Rast’s words, “Joy is the happiness that does not depend on what happens,” Yvette lives each day with intention and gratitude. Her ultimate goal is to spread that joy—whether it’s through her work, her family, or her community.

Bell Bank’s Pay It Forward program, which empowers employees to make meaningful

contributions to their communities, aligns perfectly with Yvette’s values. “Every year, employees are given money to give back—whether it’s buying dog food for homeless people’s pets or helping a next-door neighbor.” Over the last 16 years, the program has provided over \$30 million in grassroots giving.

Family and Joy

Yvette’s personal life is as fulfilling as her professional one. As a stepmother to two adult children, ages 31 and 26, and a mother to her 16-year-old daughter, Yvette cherishes the lessons her blended family has taught her.

“They’ve shown me patience, understanding, and the importance of listening,” she shares. “My daughter is a mini version of me—strong-willed and incredibly bright. It’s a joy to see her grow up.”

To relax, Yvette enjoys traveling, trail running, skiing and reading to unwind. “We try to take two big trips a year,” she comments. Making memories with her family similar to what her mom gave her when she was a child is what it’s all about.

Leaving A Legacy

Looking ahead, Yvette is passionate about mentoring the next generation of lenders and

Thank You for a Great 2024!

I want to thank Real Producers for spotlighting me in the first issue of 2025! It’s been an honor to share this publication with other local industry professionals for nearly 5 years and support the top 300 realtors in our market.

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CHRIS & MELANIE EYLICIO

BY BETH MCCABE
PHOTOS
BY LIZ LOPEZ

Eylicio Real Estate Team with Simply Real Estate

When it comes to real estate, two are better than one. Enter Chris and Melanie Eylicio of the Eylicio Real Estate Team with Simply Real Estate.

“We are the two for one special,” says Chris. They are an asset to clients with their unique skill sets. Melanie shares, “I do a lot of the marketing, and Chris is more of the negotiator. Together, we show houses to our clients.” Best of all, they are readily available to their clients. “If you can’t get a hold of Chris, you can reach me,” says Melanie, “and vice versa.”

This dynamic duo creates a seamless experience for their clients while keeping family at the heart of everything they do.

Early Life

Melanie grew up in Albuquerque before her family relocated to Rio Rancho during her middle school years. The excitement of purchasing their first family home left an impression on her. “It was a big deal for us,” Melanie recalls. This milestone sparked her interest in the importance of homeownership.

As for Chris, he spent his early years in Los Lunas before moving in with his grandparents in Belen. His grandparents, who retired young as homebuilders, left a lasting influence. “They built homes, lived in them, and sold them to pay off their debts.

Watching them do that was intriguing to me.”

Chris discovered his passion for real estate after trying out numerous careers. “When I was sixteen, I wanted to be an electrician. Then I found out I was colorblind.” He earned a degree in Business before pursuing a career in law enforcement, working as a transport and probation officer for over 11 years.

Despite his dedication, he often found himself unfulfilled. “I was doing more strip searches and UAs than the actual caseload,” he admits. However, he did have meaningful conversations with suspects. “Your upbringing doesn’t have to be an excuse to be a felon,” says Chris, whose mother was a drug addict, and his father died from alcoholism. Chris did impact people’s lives, encouraging people to reform their ways, but it came at a cost. “I’ve been bitten, attacked, and spit on.”

A cousin’s success in real estate inspired Chris to shift gears, and in 2018, he earned his real estate license. Melanie joined him two years later,





“REAL ESTATE IS NOT JUST CLOSING DEALS, BUT BUILDING TRUST WITH BUYERS AND THE COMMUNITY.”

bringing her background in education, human resources, and marketing to the team. “I’m a routine person and I like stability,” she comments. Although the unpredictability of real estate was intimidating at first, helping Chris with marketing opened her eyes to the possibilities. She then got her license, and they blended their strengths to provide comprehensive service to clients.

Navigating Challenges

Real estate has its ups and downs, but the Eylicios approach every challenge as a team. Market shifts require constant adaptation, and they rely on open communication with industry partners to stay ahead of trends.

Another common misconception is the perceived glamour of real estate. “It’s

not like what you see on TV,” Melanie laughs. “You’re married to your phone. We work early mornings, late nights, weekends, and even holidays.”

Chris emphasizes the emotional aspect of the job. “There are a lot of emotions involved. People get upset, and you have to stay calm and learn to read people,” he explains.

Family First

Family is the driving force behind everything the Eylicios do. Their three children, Nico (14), Mila (10), and Krew (7), are deeply involved in their lives and even get a glimpse of the real estate world. “They love opening lockboxes and putting up signs,” Melanie shares.

Nico, a nationally ranked wrestler, has been coached by Chris since he was

five. Mila is a competitive cheerleader, and Krew juggles wrestling and football. “We’ve never missed a sporting event or milestone,” Chris proudly states.

Looking Ahead

The couple has big plans for their future. They hope to expand their team to include a few like-minded agents and build a real estate portfolio for retirement. Beyond that, they aim to mentor others entering the business.

“Real estate is not just closing deals, but building trust with buyers and the community,” says Melanie.

Chris and Melanie exemplify the power of teamwork in both their professional and personal lives. With unwavering dedication, they are a true “two-for-one special” in real estate.

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JOAN DiGiovanna

Encore Real Estate Advisors at Keller Williams

BY DAN CLARK · PHOTOS BY PONIC PHOTOGRAPHY



Joan DiGiovanna, a top-producing REALTOR® with Encore Real Estate Advisors at Keller Williams, is more than just a luxury broker. With a career built on compassion and a genuine desire to connect with people, Joan's story is an inspiring testament to the power of hard work, determination and a heart of gold.

Joan's path to real estate was paved with challenges. A single mother raising three children, she juggled owning and operating a successful Italian restaurant and catering business with the demands of family life. Despite being encouraged to pursue real estate for years, she waited until her children were older and she had the financial stability to dedicate herself fully to the career.

However, life had other plans. Facing a brain tumor diagnosis and mounting debt, Joan found herself at a crossroads. Encouraged by a dear friend who recognized her potential and even offered to pay for her real estate education, Joan took a leap of faith. She embarked on her real estate journey while working 80 hours a week and attending classes at night, determined to create a better future for herself and her family. "It was a hard time for me," Joan recalls, "but I was so determined and focused."

That determination paid off. In just eight years, Joan has not only overcome financial hardship but has also built an impressive real estate portfolio and established herself as a leading agent in Santa Fe and Albuquerque. Her reach also extends internationally, with recent transactions in Italy and France, and upcoming ventures in Germany and Rome.

“

Sometimes that's what we've been given the gift for—not to make money with it, but to help someone.”

“

I love finding the answers for my clients. I love making the process as easy as I can for them.”

Joan's passion lies in connecting with her clients on a personal level and guiding them through the complexities of real estate transactions with ease. "I love finding the answers for my clients," she explains. "I love making the process as easy as I can for them." She prides herself on being a problem-solver and a trusted advisor, going above and beyond to ensure her clients feel supported and informed every step of the way.

Her compassionate approach is evident in her dedication to helping others, both professionally and personally. She recounts a touching story about a client whose son unexpectedly passed away. Joan, drawing on her catering background, organized and catered a reception for the family and friends, refusing payment and offering support during their time of grief.

"Sometimes that's what we've got the gift for," Joan reflects, "not to make money with it, but to help somebody." Her willingness to share her heart and contribute to her community is something she wants to be remembered for.

Joan's creativity shines through in her unique marketing strategies and client gifts. She hosts elaborate events, like a recent wine tasting and house blessing featuring Japanese drummers and an art exhibition, creating memorable experiences that foster connections and generate buzz. Her personalized gifts – including custom cutting boards, champagne bottles painted with the client's new home, and bandanas for dog-loving clients with the pup's name on it – further demonstrate her thoughtfulness and commitment to building lasting relationships.

As we all know, a real estate transaction can be a highly stressful situation for everyone involved.



Joan likes to create a little levity to alleviate some of the tension. She's even been known to hand out oxygen cans and "dang it dolls" to really lighten the moment.

Beyond her professional life, Joan enjoys hiking with her dog Brava, who has worked as a K9 REALTOR® since the tender age of 8 weeks. From riding shotgun on buyer tours to calming nerves at the closing table, Brava is the star at Encore. In addition, Joan enjoys exploring the local culinary scene and spending time with her children and seven grandchildren. She also travels extensively, attending luxury real

estate conferences and expanding her international network.

Joan's story is an inspiration to anyone facing adversity. Her resilience, compassion, and dedication to her clients have not only propelled her to success in the competitive world of luxury real estate but also made her a beloved figure in her community. Her legacy, built on a foundation of genuine care and a willingness to share her heart, will undoubtedly continue to inspire others for years to come. Most of all, Joan enjoys being a part of her clients' real estate success stories... This is her ENCORE.

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“

TOO OFTEN, PEOPLE STICK TO PATHS LAID OUT BY OTHERS. BUT WE ONLY HAVE ONE LIFE. WE NEED TO MAKE SURE THAT WE ARE DOING SOMETHING WE LOVE.”

BY BETH MCCABE
PHOTOS BY PONIC PHOTOGRAPHY

“When we go through adversity, we only have two options. Either we let it destroy us and fall, or we rise and use it to push us to be better,” says Adam Trujillo. Adam chose the latter, becoming an optimist when adversity strikes without notice.

“My sister, who is five years younger than me, was tragically murdered in a murder-suicide in 2022,” he explains. His sister, her high school homecoming queen, left a mark on this earth. Popular, loving, and a free spirit, she was a kind-hearted individual who was a bright light in the world.

“She left behind three kids. I felt the need to take care of them and be a better example so they can live the life they designed,” says Adam.

Adam used his pain to become his purpose, rising in real estate. “I doubled my production and focused on what I was doing in my career,” he says. “That’s how I got through it.” Adam aimed to be the protector and caretaker for everyone – with his team and his family. The secret to his success is putting others first instead of wallowing in self-pity or becoming stuck in trauma.

An upbeat person, Adam can see the light in every situation and keeps an outward focus. “My family is the biggest driver for everything I do,” shares Adam. He wants to show his niece, nephews, and daughter that they can overcome and thrive no matter the obstacles.

From Tragedy to Triumph

Born and raised in New Mexico, Adam’s upbringing instilled in him the value of hard work. His father, a commercial construction superintendent, and his mother, a devoted stay-at-home mom, modeled dedication and love.

“I’ve been working with my dad since I was nine,” smiles Adam. When his dad was working on a remodel at the airport, Adam was hammering the floors with a jackhammer. He’s been working hard ever since.



Adam modeled the importance of hard work to his own daughter. “I had a child very young when I was a senior in high school,” he says. Having a child at the age of eighteen helped to motivate him even further. “It set me straight and set my life as far as what I wanted and needed to do,” he candidly comments.

Following graduation, Adam attended the University of New Mexico, earning his Bachelors in Entrepreneurship. “I created my own job and it all worked out,” says Adam, who admits he has never been a “nine to five type person.”

From booking concerts to hosting Karaoke nights, he explored various ventures before finding his true calling in real estate. In 2020, Adam decided to pivot during the pandemic’s uncertainty. With guidance from his aunt Jean, a broker with over 30 years of experience, he obtained his license. “The market was crazy,” he laughs. His first deals were with family members before doing seventeen transactions the following year.

“Every year in the business gets better than last,” he says. Today, Adam

leads The AT Home Realty Group, a team of two, including his high school best friend, David Fabozzi. Together, they have soared like never before, becoming a game changer in Albuquerque real estate.

A Purpose-Driven Career

Adam’s approach to real estate is deeply personal. His success stems from his unwavering commitment to providing exceptional service. “We want our clients to have a memorable experience,” he says. Whether hosting client events or staying in touch long after the deal is done, it’s all about building relationships.

For Adam, success isn’t just about closing deals. It’s about showing others that they can follow their passions. “Too often, people stick to paths laid out by others,” he says. “But we only have one life. We need to make sure that we are doing something we love.”

Adam lives every day with purpose.



“What I do truly comes from a place of love for all my friends, clients, and family. I’m so very grateful to them for the opportunity that they gave me. They are the true reason for my success and I couldn’t be more grateful or happier,” he says.

To relax and recharge from real estate, Adam loves music. A guitarist, he enjoys attending musical festivals across the country, off-roading in his truck, and supporting his nephew’s baseball games.

A Legacy of Love

As Adam reflects on his life, he is grateful for those who have supported him along the way. From pain to purpose, Adam continually works to overcome life’s greatest challenge and inspires everyone around him.

“

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