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Event Recap

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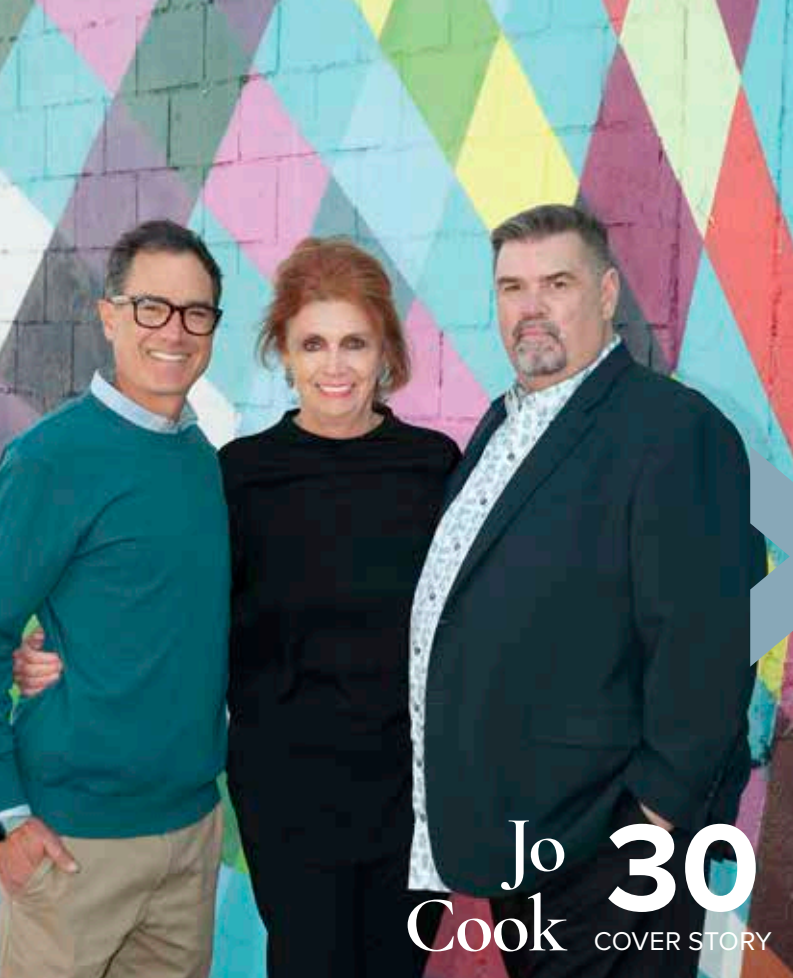


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What a fun night of celebration and connection! **ABQ Real Producers** gathered the **top-producing REALTORS®, their teams, and alumni in Albuquerque** for our Toast & Play event at the cool new **Swing-N-Pickle**, with a celebratory toast honoring the incredible professionals who continue to raise the bar in our local real estate community.

From pickleball and golf swings to batting cages and plenty of great conversations, the night

was filled with energy, laughter, and meaningful connections. A heartfelt thank you to our **Preferred Partners and event sponsors** whose continued support helps make these celebrations possible. Cheers to the Top 300 and the relationships that make the Albuquerque real estate community so strong!





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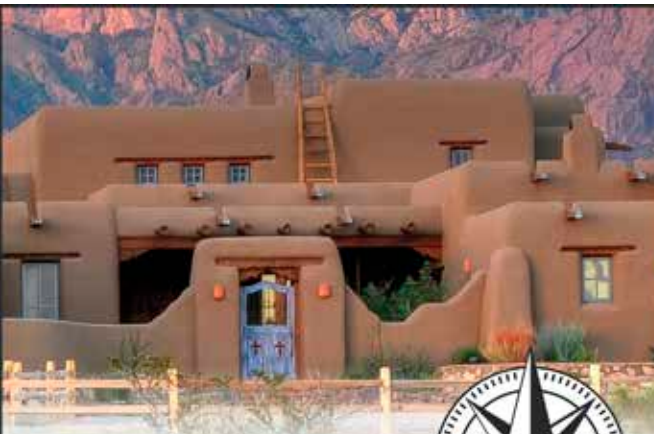

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Alexis PINTER

Building Business Through Relationships

BY ELIZABETH
MCCABE
PHOTOS BY
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PHOTOGRAPHY

Originally studying nursing at the University of New Mexico, Alexis realized she was drawn more to entrepreneurship than to a traditional career path. Raised in a business-driven household, she was already thinking about ownership and autonomy. Real estate became a natural fit, a career that allowed her to build something of her own while cultivating long-term relationships within the community.

Today, she helps buyers, sellers, and investors throughout Albuquerque navigate one of life's most important financial decisions.

"My dad's sister worked in real estate," she reflects. "She always had the most flexible schedule and seemed to really enjoy what she was doing." Inspired by her example, Alexis decided to pursue a career in real estate herself. After graduating from the University of New Mexico, she got her real estate license and began building her business.

One of the foundations of her success has been a strong work ethic shaped early in life. "Hard work was normal for us to see growing up," she reflects. Her parents immigrated to the United States and built a successful roofing company through years of hard work and reinvestment. "Being raised in an immigrant family and within Albuquerque's Hispanic community has shaped my perspective and connection to the people I serve," she says.

Alexis is fluent in both English and Spanish, which allows her to connect with a wide range of clients across Albuquerque.

Alongside her residential business, Alexis is intentionally building a real estate portfolio and

exploring investment opportunities as part of a long-term wealth strategy modeled after the example set by her parents. She is also focused on building a sustainable, relationship-driven business that will continue to grow and evolve over time.

Rooted in Relationships

Relationships are essential to Alexis. "I nurture relationships through social media," she shares. "I am also very community-driven. I like to support clients with their businesses." One of the ways she does this is through her quarterly book swap events. "It's where books find new homes," she says proudly. Expect to see some of her clients and their businesses featured at her quarterly book swap. What started as a small gathering has evolved into a popular community event for book lovers.

The event reflects her broader philosophy: relationships come first. By creating space for authentic, in-person connection, she has built a referral-based business rooted in trust and long-term community.

At her office, well-loved novels are displayed on tables, self-help titles abound, and nonfiction favorites are eagerly exchanged. Guests sip complimentary coffee from a local barista, sponsored by Alexis, and enjoy fresh sourdough bread and treats courtesy of her sister. At a recent event, a past client who owns a floral business hosted a build-your-own bouquet bar. The energy is warm and conversational. People linger. They connect.

"I tend to read four books at a time," laughs Alexis. "I don't discriminate." She is often reading self-help books, fiction, and nonfiction. "I love to read. That's how I decompress."



“ I tend to read **FOUR BOOKS** at a time.”



While referrals naturally flow from gatherings like these, the true purpose is deeper: fostering genuine relationships in a digital world that often feels transactional. For Alexis, there is no substitute for face-to-face connection.

Family, Faith and Furry Friends

When not working, Alexis treasures time with her family and the values that keep her grounded. Faith also plays an important role in her life and the way she approaches her work. In

fact, on the wall of her office hangs a transaction tracker with the words “Blessed to Serve, Driven to Succeed,” a phrase that reflects both her gratitude for the clients she serves and the motivation behind her work each day.

Her husband works in stunts for the film industry in a physically demanding role that requires resilience and discipline, qualities that influence how Alexis

approaches both business and life. She is also appreciative of her family and the role they have played in shaping her perspective. “My sister is a nurse and business owner. I get a lot of my confidence from her. She’s my best friend,” she smiles. Alexis credits her siblings’ work ethic and entrepreneurial mindset as continued sources of motivation and perspective. Her brother has built a successful metal fabrication business, further reinforcing the family’s shared drive toward building and ownership.

For fun, Alexis loves socializing with friends, going on movie dates with her husband, and taking leisurely walks together with their two pups, Sunny and Sadie. “We love to travel,” she adds. “We try to do a big out-of-the-country trip every year.” They’ve enjoyed a two-week trip to Switzerland, Italy, Germany, and Austria. The year before, they visited Japan. It was Ireland the year before that. Best of all, Alexis has mastered the art of packing light.

“We have gotten to a point where it’s carry-on only,” she says. Making memories with family is priceless for this go-getter.

With a focus on ownership, intentional growth, and lasting relationships, Alexis continues to build her business with purpose.

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Joy WASSON

“**YOU HAVE TO BE NICE TO PEOPLE. THAT’S THE BOTTOM LINE.**”

If you meet Joy Wasson, kindness and empathy are at the core of who she is. A positive person, she’s an overcomer and a leader. This go-getter has made her mark in Albuquerque real estate, one client at a time.

“I’ve been in real estate since 2013, starting off as an associate broker. I got my qualifying broker’s license a little later,” she comments. Today, she oversees 27 brokers at Realty One of New Mexico. “It’s a lot,” she smiles. “I have brokers who have never done this before. I get them going on the right path.” That path is kindness. “We all want to get the transaction to closing.” That can be done in a positive way, walking away happy. “Throwing a fit doesn’t serve anyone very well,” she laughs.

What does she love about real estate? “It’s never the same every day. Every morning when I wake up it’s a different day. It’s never boring,” she points out. Joy has built many strong relationships in real estate, both professionally and

with clients. Whether it’s the lender, the appraiser, or the title agent, she has made many positive connections over the years.

Road to Real Estate

“Before real estate, I was a stay-at-home mom,” she says. She worked in graphic design for a nonprofit foster care agency in Texas. “They were gracious enough to help me learn graphic design and work through the early stages of that.”

Her boss, the founder of the foster care agency, allowed her to stay at home with her new baby. Joy was very thankful for working from home for several years. “This was back in the days of the fax machine,” she recalls.

Joy learned to work through challenges. “It was a really cool agency. I enjoyed working there and learned a lot.” Organization is one of her skill sets, which she learned as a child.

“My Mom was very organized. She would put clothespins marked Monday, Tuesday, Wednesday on my outfits for each day,” she says. “She also had a file box and a 3 x 5 tickler file. That’s where she put birthdays. I learned that organizational skill from her,” she smiles.



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Joy always has a backup plan. “That’s how I run my qualifying broker business now. I have a plan for everything and keep things organized. Real estate really does change on a dime. You have to have a Plan B and C.” That’s what makes Joy so good at her job. She can pivot quickly, come up with the best plan of action, and is prepared for anything.

Work-Life Balance

Ask anyone in real estate, and you’ll find that work-life balance can be challenging. Joy has been married to her husband, Dean, for 41 years now. Dean is a former physician, and now he assists Joy in putting up real estate signs and helping with other details.

They are blessed with three children, Amber, Alex, and Aiden. Amber, 40, resides in The Woodlands, Texas, and has four children. “We see them a couple

of times a year,” says Joy. Alex, 34, lives in Massachusetts. “He works on a farm with adults who are affected by autism.” Alex loves it. “He really cares about the residents and is invested in their lives.” Aiden, 20, is a sophomore at Texas Tech, majoring in Broadcast Journalism.

“We like going to see him on the weekends when we can,” says Joy. She and Dean are Texas Tech football fans. “They had a great season,” smiles Joy. “College football games are so much fun, especially parents’ weekend.” Joy and Dean like to follow college football players as they pursue a path to the NFL.

To relax, Joy enjoys spending time with their two dogs. “I love big dogs,” she says. “My dogs look at me like I’m beautiful.” She’s a devoted pet parent, and their two dogs are living the life of luxury.

Other fun facts about Joy? “We’re very involved in our church, where our friends are.” You can find her spending time with her friends, going to movies, eating dinner, and drinking coffee to share the events of their days.

Reading is another pastime she enjoys. Her girlfriends joke with her, “You read three books to every one that I read.” Joy says, “If you can find a good book and get into it, it takes your mind off everything that is going on.” It’s a welcome escape from the hustle and bustle of real estate.

Whether it’s guiding her brokers, cheering at a football game, or sharing a good book with friends, Joy shows that kindness is what life is all about. She’s elevating real estate through her warmth, joy, and positivity, teaching others to follow in her footsteps.

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JO COOK

at RE/MAX Select

BY ELIZABETH MCCABE

Remember the '80s? The era of cassette tapes, big hair bands, and shoulder pads? It's also when an Albuquerque native started her rise in real estate. Meet Jo Cook, a respected real estate leader who has made a name for herself.

"I have only sold real estate my entire life," she comments. "I have never been on a salary, only commission." She wouldn't have it any other way.

In the late '80s, she began her real estate career at her father-in-law's encouragement. He worked for a big engineering company that had a little house in Hobbs that they no longer needed.

"He told me to go buy a For Sale By Owner sign and put my name and number on it."

If she got called, she would show the home. If purchased, her father-in-law would send her a \$1,500 check. The second person who saw it purchased it.

"I got \$1,500. I thought, 'I can do this.'"

With that thought in mind, she earned her license. She moved to Albuquerque and began her career with H. Parnegg Realty. Most importantly, she found her passion.

"I love it," raves Jo. "I have met the best people, seen the best houses, and now 35 years later, I am still doing it."

Best of all, it doesn't feel like work. A competitive USTA tennis player, Jo sold houses to her friends over the decades. "I sold them big houses. Now they are

calling me to sell their big houses and buy little houses," she laughs.

She even met her husband, Gregg Flynn, a contractor from California, through tennis in 2005. He asked his broker which tennis club he should join. His broker referred him to Jo. After meeting Gregg while playing tennis, Jo gave him a new can of tennis balls complete with her photo and phone number. This bold move worked. Gregg called and invited her for coffee. Two years later, they were married.

Family is at the center of Jo's world. She raised four daughters while building her real estate career, putting them through private schools and college without student loans. Today, two of her daughters are brokers with

"I got \$1500. I thought, 'I can do this.'"





the Wells Group in Durango, Colorado. On a recent family trip, Jo overheard them handling client calls and couldn't help but smile. "They sounded just like me," she says.

Jo and Gregg now have 12 grandchildren. None live locally, so travel has become a regular part of life. "The greatest thing we like to do is go watch their games," she says. The grandchildren are active in nearly every sport imaginable. "No tennis yet," she jokes, though she's holding out hope.

Jo's real estate career soared over the years. "Now I am busier than I ever have been," she smiles. "That's why I have Caleb helping me."

Meet Caleb Wheeler

"Caleb came on board 11 years ago. He's wonderful," raves Jo. "I met him because I sold his grandmother's house." They worked so well together that they decided to continue working together after the transaction.

"I told him, 'Go get your license and work with me.' I didn't think he would, but he did." They complement each other beautifully.

Caleb agrees. "We co-broker a lot of business together and collectively do more than we would separately." He entered the business in 2015 after a successful career in the mortgage world.

"Real estate has been great. I love it," he raves. "It's all about building relationships. I really love the people we work with." He and Jo value relationships and



Jo's mother, Jo Eckert Huber, in 1952 at her furniture store on Central Avenue in Nob Hill. Jo Eckert Huber (standing) was friends with Frank Lloyd Wright, who visited Albuquerque for the opening of her art gallery. She owned the store for 40 years and helped found ASID (America Society of Interior Designers) in Albuquerque.

advocating for people's best interests. As Caleb says, "It's more about the client and less about the house."

Jo and Caleb wouldn't be successful without the support of Mike Abramovich, affectionately called "Mr. Mike."

Meet Mike Abramovich

"Mr. Mike has been working with me for 30 years," says Jo with a heart of gratitude. "Mr. Mike and I work with our sellers; Caleb and I work with our buyers. Truthfully, though, Mr. Mike works with everyone -- sellers, buyers, vendors, inspectors, etc."

A licensed New Mexico real estate broker, Mike has been in the industry for decades. "Jo has been good to me," says Mike. "We joke that we are the work husband and the work wife."

As Jo's licensed assistant, Mike is the trusted person behind the scenes, shuffling the paperwork, taking care of customers, and making sure that everything is in place so it's ready to close. He also makes sure that Jo has everything she needs to get through the day.

"Sometimes you find that person you are meant to be with," he adds thoughtfully. "That is our situation."

Final Thoughts

Thirty-five years after that first \$1,500 commission, Jo is still doing what she has always done by showing up for her clients and delivering exceptional service. Alongside Caleb and Mr. Mike, she has built a referral-driven powerhouse. An Albuquerque-born respected broker with a trusted reputation, Jo has stood the test of time and she's not slowing down anytime soon.



“I have met the best people, seen the best houses, and now 35 years later, I am still doing it.”



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