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INSIDE:

Evan & Amy Jones
Kyle Zimmerman
Tribute
Nick Fehrenbach,
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Angelo Ferreira **30** COVER STORY



Amy and Evan Jones



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It's a new year, and that means it is time to announce the Top 300 agents for 2026! Congratulations on being a part of the exclusive community of the top 5% in ABQ real estate. As we enter the second month of 2026, we will continue to roll out exciting initiatives and events for our Top 300 community!

Show Off Your 2026 Top 300 Badge
We've released the 2026 Top 300 badges, and this year brought some exciting changes. Of the Top 300 Realtors in the market, eighty-six fell off the list, and eighty-six new or alumni agents earned their place. We can't wait to celebrate you in person at our first big event of the year!

Raise a Glass at the "Toast to the Top 300" Charity Event
We're starting the first quarter strong with our popular Charity of Choice event, centered around celebrating all your success while also paying it forward and raising some much needed funds to support some of our local charities. WATCH your emails and texts for your exclusive invite coming soon. The event will be in early March.

Explore the Website for Exclusive Resources
Our website, abqrealproducers.com, continues to improve, and we couldn't be happier with how it's evolving. We included links to the Agent-Only and Partners-Only sections of the site in the 2026 Badge email we sent out. On the website, you'll find:

- Every magazine from the past several months
- Event recap photos
- Your 2026 badge to download
- Detailed profiles of our vetted preferred partners

Our RP-vetted businesses have been carefully selected to be a part of this community and have their own badge.
They have been recommended by your peers in the top 300 and are some of ABQ's most respected businesses, and allow us to do what we do for you at no cost. Look for this badge to know that you are working with one of the best of the recommended best! Please support them with your referrals.

If you have any questions, please don't hesitate to reach out to me at ml.rauch@realproducersmag.com or call me directly at 505-250-0092.

I look forward to seeing you around town, and here's to 2026 being everyone's best year yet.

Cheers,
ML





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TOTAL TRANSACTIONS

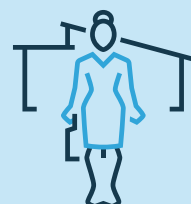


10,382



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Nick Fehrenbach

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We caught up with Nick Fehrenbach, owner of Faith Moving Company, to learn more about his business.

BY ELIZABETH MCCABE
PHOTOS BY LIZ LOPEZ
PHOTOGRAPHY

What do you bring to the table that no one else can, and why do clients love it?
Faith Moving's communication and customer service are what make us shine. We guide our clients through the moving process and make sure we respect their home and their family, from the very first phone call to the "welcome home" from our team. We don't move belongings, we move memories.

Who's your dream client, and how do you keep them coming back for more?
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Have you had an "aha!" moment that changed the game for your business?
Things really changed for me in business when I realized I needed a team to help me grow. I was wearing way too many hats. Although I was good at what I did in the business, I wasn't consistent. I learned that consistency beats "good" any day. I couldn't truly scale my business until I delegated to my team.

How do your values show up in your day-to-day work and client relationships?
Our core values are honesty, integrity, and hard work. We earn families' trust with our tailored moving packages. We show up when we say we will, and our customers love how we work.

When the pace gets crazy, how do you keep your energy, focus, and motivation in check?
I depend on God for my peace, my family for my focus, and the employees and families I serve for my energy.

If you could whisper one piece of advice to someone starting out—or even to your younger self—what would it be?

If I could whisper one piece of advice to someone starting out, it would be that action is so much better than perfection. Don't overthink it, just go out and take the first step, even if it's ugly. As one of the industry leaders in the moving company industry here in New Mexico, I urge everyone to really vet every moving company they are considering hiring for their next move. A lower price does not mean there isn't a cost involved. I would rather pay for a service to be done right when it comes to my family and my home.

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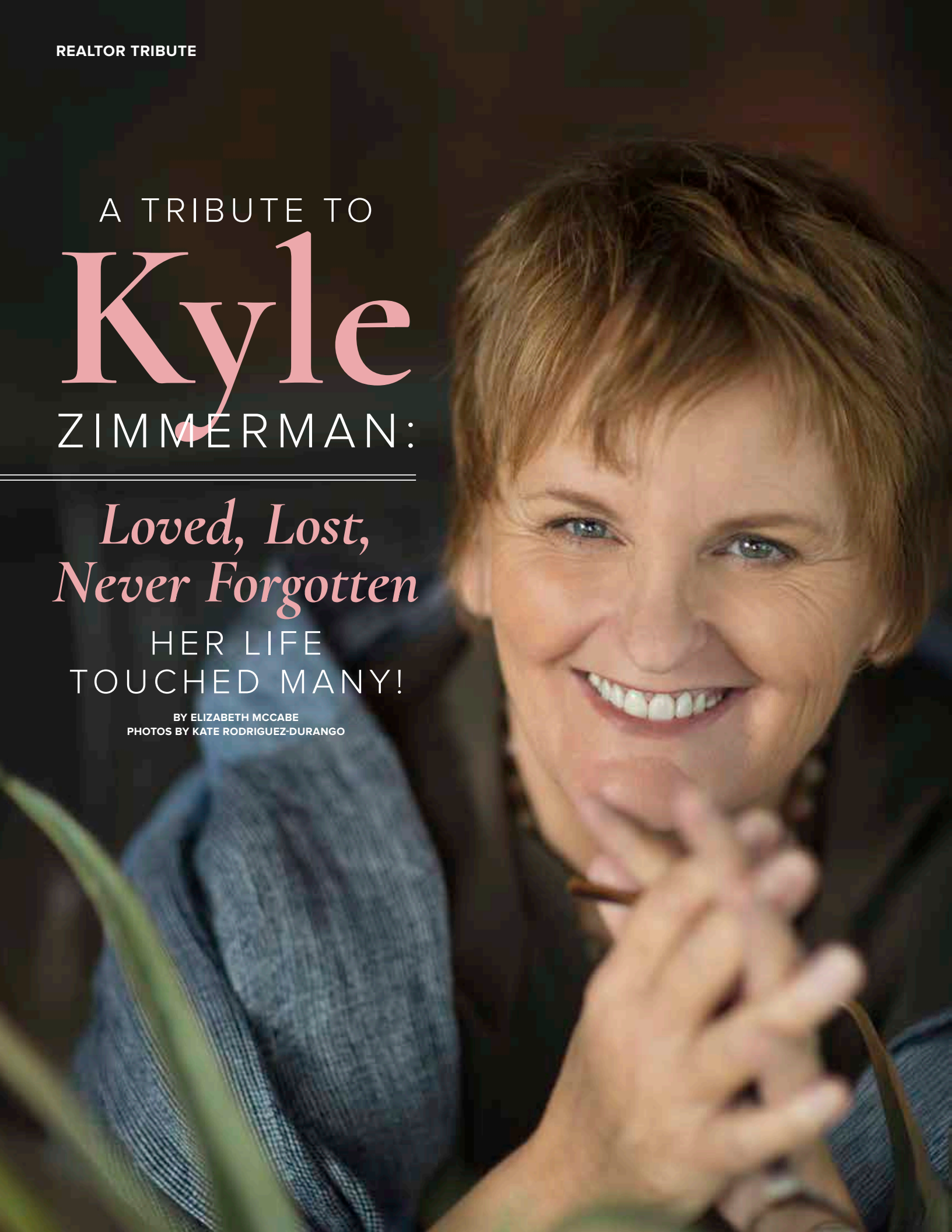
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HER LIFE
TOUCHED MANY!

BY ELIZABETH MCCABE
PHOTOS BY KATE RODRIGUEZ-DURANGO



Some people leave an imprint upon the world. Even after they depart, they continue to impact lives through the people they touched, those they helped, and the love they spread along the way.

Kyle Zimmerman was one such individual, an inspiration to others. A woman of many hats, she was a beloved friend, an exceptionally talented photographer, and a

REALTOR® who consistently went above and beyond for her clients. She was also the devoted wife to Shane, the love of her life.

“I knew Kyle as a photographic artist (who I admired) first, a friend second, and then I knew her as a REALTOR®,” says Amy Jones, a REALTOR® with Keller Williams Realty. It was all about putting people first. “The same wonderful personality traits that made her such a wonderful photographer are what also made her wonderful at helping people buy and sell real estate. The instant trust you felt with Kyle was real. You knew that Kyle was on your side, that the journey you were taking together in real estate was a team effort, and that she was going to care about you – really care about you – for the entire process and beyond.”

Amy recalls getting ready to take the real estate licensing exam. “I had exactly enough money in the bank to just take it once,” she recalls. “I was freaking out! I put out an SOS on social media, ‘HELP! I am freaking out, licensing test this week!’ Kyle immediately called her and said, ‘What’s going on, sister?’ As Amy says, ‘She talked me through some amazing visualization techniques to help me get through the exam. I passed it!’ Kyle, as a mentor, invested her heart and soul into lifting others up.

Kyle was a core member and “spear header” of the Keller Williams Safety Committee. She also served on the Associate Leadership Council, a role reserved for the top ten percent of agents.

One in a Million

Alice Tozer, a Qualifying Broker with Keller Williams Albuquerque, can attest to the care Kyle took with her clients. “Kyle was truly one in a million. She cared about all of her clients. It didn’t matter what they were selling,” she comments. Once, Kyle drove all the way to Mountainair to look at a vacant lot someone wanted to sell. When she sold the lot, someone else from the same area asked her to sell their lot as well. “There was no transaction too small for her.”

Lola Barb, a REALTOR® with Keller Williams Realty, remembers Kyle as a friend of 50 years. “She was just a person who was always there for you,” she smiles. “Everyone thought they were her best friend, which tells you what kind of person she was. She made everyone feel so special and important.” Lola has fond memories of going on photoshoots with Kyle. “It was always an adventure,” she says. Whether photographing a wedding at White Sands or capturing pictures of cows for a veterinarian, their days were marked by levity and laughter. “She had the most infectious laugh, I must say,” says Lola. “Once she started laughing, you couldn’t stop laughing either.”

A Loyal Friend

Seth Jacob, Associate Broker with Realty One of New Mexico, met Kyle as a photographer. Seth, a photographer himself, initially tried to talk to Kyle about a business idea around photography over lunch. “I thought she might be interested in being a partner with me,” he says. After he shared his idea, she didn’t say anything. She said, “Tell me about real estate.” “She had no interest in my idea,” he laughs. It was then that Kyle’s real estate career began to take root.

“I told her, ‘You would be pretty incredible at real estate if that’s what you want to do. She had a great sphere of influence and was great with people. She could make you feel so in-your-skin comfortable in front of a camera,” says Seth. That translated really well in real estate. Her creativity was impressive. So was her personality. “She was the type of person that you could tell anything to. There was no judgment. You just felt safe with her. You could share anything with her,” recalls Seth with a smile. A very generous listener, she was more than a photographer and a real estate agent. “She was just a really good friend,” says Seth.

“She was such a beautiful person and full of love.”

He recalls her taking his profile picture for online dating. As photographers, they would like to unwind through photography, hanging out, and taking each other's pictures. What moment stands out the most about Kyle? “She had this way of putting her hands on her chin and looking at you curiously. That's what I think about when I think about her,” he says. “I miss

her so much.” He calls her “one of the rare ones.” People like Kyle are exquisite. He feels fortunate to have known her and recognizes the impact she had on others.

“She was only interested in what was best for people,” he says.

A Lasting Impact

Although Kyle has passed, her legacy lives on today through the people she helped, the friends she loved, and the community she served. Lola sums it up best: “She was such a beautiful person and full of love.” That love continues to be felt today.



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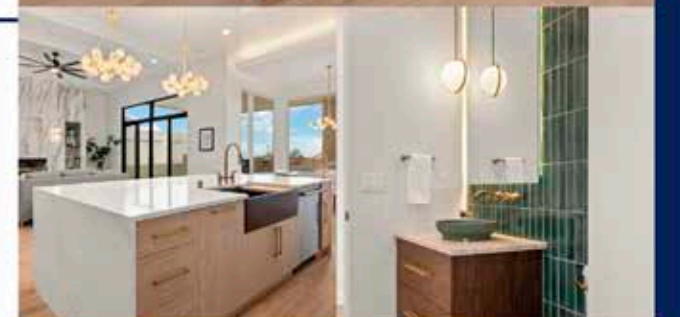
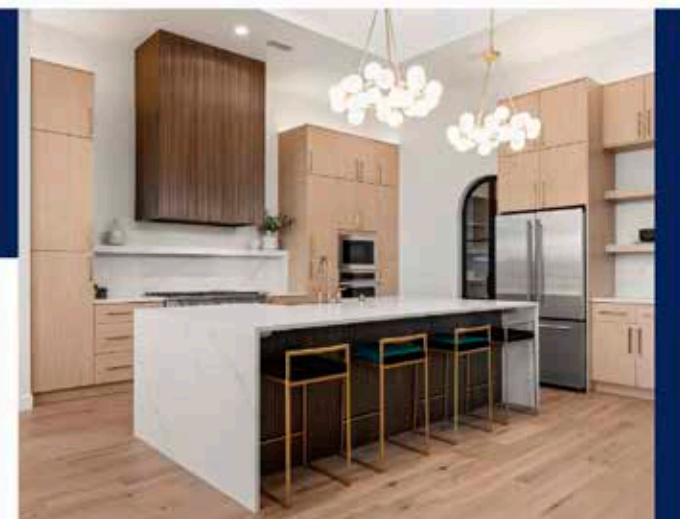
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Evan & Amy Jones

OF JONES NEXT DOOR

Love.
Laughter.
Levity.



“We’re fun, funny, and take our work very seriously,” says Amy Jones of Jones Next Door.

BY ELIZABETH MCCABE
PHOTOS BY MADELINE PARISH & SHASTYN BLOMQUIST

She and her husband, Evan, have formed a dynamic duo that genuinely loves each other as well as real estate. “I like making Amy laugh,” says Evan. “Laughing with Amy is absolutely an important hobby. I love it.” Amy adds, “My hobby is laughing at Evan.” Let’s just say these two were made for each other.

This happy couple is also authentically relatable. Their transparency is refreshing.

“I consider myself a work in progress,” jokes Evan. “I’m always looking to do and be better no matter what.” That’s why he asks so many questions. “It comes across as confrontational sometimes, but it’s my love language,” he points out. If you’re looking for a team that cares, Jones Next Door delivers.

New Mexico Roots

Evan was born and raised here in Albuquerque. “My family lived in the Loma del Rey neighborhood until I was ten, and it was a fantastic place to be a young boy,” says Evan. An active child, he had a wonderful life growing up. “We spent lots of time riding

bikes, playing football, basketball, capturing the flag, riding skateboards, etc.,” he says. As for Amy, she was born in Clovis, New Mexico, but was raised in the Detroit area from age three onward. “My childhood, as a Gen X kid, was pretty feral. Out running in gangs of children until dusk, building literal igloos in the winter, and riding my bike all over the woods. Suburban Detroit is somewhat idyllic that way.”

Amy’s father worked for Ford. “Growing up with a blue-collar, auto-working, union parent in the time I was raised meant we grew up hard workers with a real sense of gratitude for what we had,” she smiles.

As children, both Amy and Evan had high hopes. Amy shares, “When I was about 6, I declared to the world that I was going to be a paleontologist! Then, a few years later, it was going to be archaeology. Neither of those things panned out.” However, she did discover her passion for fine art, photography, graphic design, exhibition curation for local photographic art shows, and marketing.





“It’s a never-ending challenge.”

Amy still enjoys doing professional portrait photography on the side.

As for Evan, he shares, “I dreamed of becoming a professional athlete.” Reality? He worked for his family’s jewelry manufacturing business, Enchantment Jewelry Corporation. “It was important to my parents that I learn to work with my hands from a young age. Starting at about 6 years old, my Mom and Dad put a broom

in my hand and paid me a dollar an hour to sweep the shop on many Saturday mornings,” he shares. Evan went on to learn every aspect of the type of jewelry manufacturing in his family’s business, learning a solid work ethic in the process.

Better Together

Decades later, Amy and Evan emerged on the real estate scene.

“When I decided to get licensed for real estate, I was juggling multiple jobs, and one of them was working as an errand runner for a broker at Keller Williams. She thought my unique set of skills would translate well into being a buyer’s broker on her team. So I went for it!” says Amy. As for Evan, he excelled in his family’s business before working in graphic design for two sign companies, trying out architectural photography, and working in food service. After Amy earned her license in 2016, at Amy’s invitation, he went to Keller Williams to speak with the team leader in 2017. “Then I went to pre-licensing classes with ol’ Bill McCoy,” he smiles. He became licensed and hit the ground running.

After Amy and Evan gained enough experience, they decided to make a solid “go” as a team. In 2020, they officially became the Jones Next Door Team. They thrive on the challenges of the industry. “It’s a never-ending challenge,” laughs Amy. “No two days are the same, and no two transactions are the same.” Together, they work in synchronicity with a few “spirited” conversations.

Relaxing

When not serving their clients, Amy and Evan like to rejuvenate from the rigors of real estate. “I love shooting guns,” says Evan, “not just casually, but I take it very seriously.” He’s constantly learning, researching, taking trips to the range, receiving formal training, and competing. “I am naturally a very competitive person, so I love to compete in pistol and precision rifle matches.” Lifting weights and doing yoga are also fun for this fitness enthusiast. Amy has a heart for four-legged friends. Contributing time to local animal rescues, fostering, and amplifying rescue efforts is what she does best. She also likes creating memorable moments through photography.

With love, laughter, and levity, Evan and Amy are elevating real estate to new heights.

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It Was Love at First Sight

BY ELIZABETH MCCABE
PHOTOS BY LIZ LOPEZ PHOTOGRAPHY
AND ERIN SCHAUBLE PHOTOGRAPHY

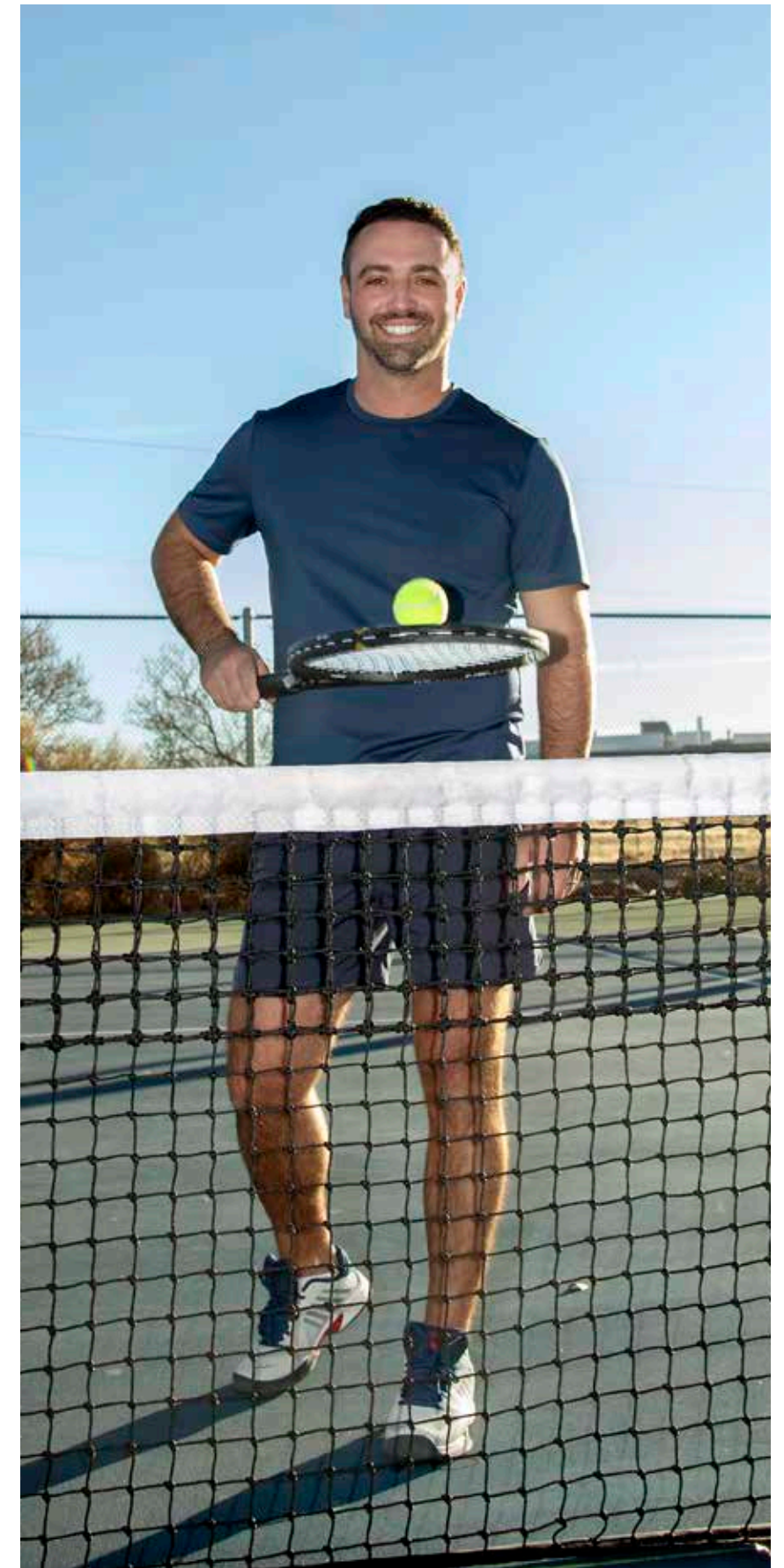
ANGELO FERREIRA

Love comes when you least expect it. Angelo Ferreira knows that to be true. While living on Great Exuma in The Bahamas with its turquoise waters and picture-perfect views, love entered his life. “I was running a small restaurant in a bed and breakfast, which I did for six years. Two years in, I met my wife.”

This beautiful Christian woman happened to stay at the hotel for one night. When one of the employees left and his business partner was on vacation, Angelo happened to work the front desk for one hour, aiming to close once the last guests were settled. That’s when two gentlemen came to the front desk looking for a taxi. When the taxi never showed up, Angelo decided to take them to their dinner reservation at 7 p.m.

The two men went to the restaurant with two women, with Angelo as the chauffeur. “She sat next to me in the car in the front,” he says with delight. The group invited Angelo to grab a beer to thank him for their ride. That’s when Heather implied she wasn’t with any of the gentlemen. Angelo couldn’t have been happier at the news.

“It was love at first sight,” he says without hesitation. “It was a genuine connection. I just had this crazy attraction and feelings for her.”





*“You can’t enjoy the
view if you don’t
climb the mountain.”*

Angelo saw her briefly the next morning. When he returned to his office that evening, he discovered that she had left a note. “We barely knew each other,” he admits, “but it felt like we knew each other forever.” A couple of days later, he flew to Nassau, because the idea of never seeing her again was just impossible. They started walking around Nassau together. “We had known each other for less than 48 hours and everything felt so natural,” he says.

Two months later, Angelo went to Albuquerque for the first time to meet her parents. “It was probably a little stressful for them because she met ‘some French guy’ in the Bahamas. So I decided to come so they could meet me in person and put a face to a name,” he says. They started dating long-distance and got married two years after they met. “It was a beautiful wedding on the very beach we first met,” he recalls. Angelo’s family and friends came all the way from Paris for the special occasion.

The only problem? It rained pretty much all day. But it didn’t dampen Angelo’s spirits. “We have a saying in France that a rainy wedding is good luck.” Luck has been reigning on his marriage ever since. After living in the Bahamas for several years, they decided to make the move back to Albuquerque on July 4, 2020 – Independence Day! “It was a cool day to move to the United States,” smiles Angelo. He ended up getting his Green Card on Cinco de Mayo, another unforgettable date for him.



Rising in Real Estate

In June 2021, he launched into real estate. The idea was planted years ago when two good friends, Robin and Jerry from Oklahoma, purchased a house right next to Angelo’s restaurant in the Bahamas. “I knew the owner of the house because he was French,” he comments. “I facilitated the transaction, and I really loved it. It was just fun.”

“I really like the relationships,” he says. “It sounds cheesy, but I really do. That was the one thing that I was missing since I moved here.” Imagine going from working in a full restaurant all day, seven days a week, and then having nothing. “It was a big adjustment,” he admits. Serving people is essential

for him. When people walk into a home and find “the one,” it’s nothing short of priceless for this driven entrepreneur. “I love it,” he raves. “And I really like Albuquerque. We have a little gem here. There are a ton of things to like about Albuquerque.”

Over the past four years, Angelo has closed more than \$47 million in sales, including an exceptional 2025 with just over \$19 million in personal production. That placed him among the TOP 50 REALTORS® in Albuquerque.

Family Time

When not working, it’s all about family time. Heather, a successful hairstylist and salon owner, and Angelo have a 3-year-old son,

Noah, who enjoys Monster Trucks and Dinosaurs. “He’s the joy of my life. He’s the love you don’t even know you have in you. It unlocks a part of your heart that you didn’t know was there. That’s my biggest achievement since I moved here.”

What’s next for Angelo? Transitioning from Coldwell Banker to Keller Williams. As he makes the move, he continues to have a heart of gratitude for reaching new heights. “You can’t enjoy the view if you don’t climb the mountain,” he says with conviction. For Angelo, the climb has been worth every step with its twists, turns, and surprises (including finding love when he least expected it).



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