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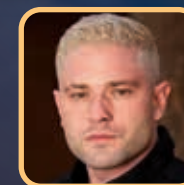
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our apologies!

Last month, we accidentally credited the wrong photographer for Racquel Gurule's photos. We sincerely apologize to Liz Lopez. Liz does an exceptional job for us, and we are proud to have her on our team!

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FIREMAN

Home Inspections



BY ELIZABETH MCCABE
PHOTOS BY LIZ LOPEZ PHOTOGRAPHY

PROVIDING PEACE OF MIND

We caught up with Lee Carns, owner of Fireman Home Inspections, to learn more about his business.

Every business has an origin story—what’s yours, and what made you take the plunge?

I’ve been a fireman since I was 16 because I like helping people. After I retired from the military, I moved to New Mexico and started working for the fire station at Kirtland Air Force Base. On my days off, I did bank foreclosures, maintained properties, and conducted inspections. Securing bank foreclosure homes opened my eyes to the problems people face.

Walking into those homes, I was stepping into a bad situation, and at that point, there’s nothing I could do for them. They’ve already lost their home. I would see kids’ beds, clothes, and toys left behind. It was disheartening. People tend to buy at the top of their budget and don’t leave margin for life changes (loss of income, unforeseen situations) or home repairs (replacing a roof from damage or age). That’s when they can’t afford the house anymore.

I thought, “How can I stop bad things from happening?” Well, you can’t. But, if I can inspect a home prior to purchase, and educate clients about the home, facing those costly repairs or structural concerns can be prevented. I can make a difference.

What do you bring to the table that no one else can, and why do clients love it?

The education side of it. I explain things in a way that puts clients’ minds at ease and supports confidence in the major decision they’re making. That comes from my 28 years as a fireman. Firemen serve the community and provide aid and safety in uncertain situations. That’s what I do in home inspections. We believe that our clients would say that we are thorough, knowledgeable, and keep their best interests first.

Have you had an “aha!” moment that changed the game for your business?

I’m always looking for ways to grow the service capacity of Fireman Home Inspections. The bigger Fireman Home Inspections, the greater our capacity to ensure our clients are making an informed choice on the largest purchase they’ll most likely ever make. We utilize state-of-the-art equipment to provide a thorough inspection and we go deep. We utilize high-quality thermal cameras to detect potential moisture intrusion, inadequate insulation, and other potential issues. We don’t offer different package levels because we bring all the equipment to the table at the base price to serve the client.

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Who’s been your biggest cheerleader or mentor?

My family has been my biggest cheerleader, especially my wife, Rachel. She understands that I have to answer the phone when it rings. I prioritize my clients. When you refer us to a family member and they call us, that is the biggest compliment I can get.

Trends, tech, and ever-changing needs—how do you stay ahead of the curve?

Continuing education and communication. One of the

great things about New Mexico is that it began requiring home inspectors to be licensed back in 2020. That raised the standard and pushed many out of the industry who probably shouldn’t have been in it.

I’m intentional to not take on too much at once. I want to fully understand what I’m talking about. We added sewer scopes last August. Anyone can run a camera down a drain, but we’ve completed InterNACHI sewer scope classes, so we truly understand what we’re seeing and explain it to clients.

We also invest in the best equipment available. Some companies out there use poor equipment, and the image quality isn’t always easy to view. Others don’t provide video, only written reports. If clients can’t clearly see what’s going on, they’re just taking your word for it. We want them to actually see and understand the condition of the home for themselves.

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JEFF & STEVANNA "STEVIE" PRICE



BY ELIZABETH MCCABE
PHOTOS BY PONIC PHOTOGRAPHY

ALL IN

Some dreams simmer on the back burner until the time is right. That's what happened to Jeff and Stevanna "Stevie" Price.

"Since we were 17 or 18 years old, we had talked about doing real estate," says Jeff. "In 2022, the stars aligned, and I got licensed and was able to train with Stevie." Gone were the days of grueling 60-70 hours a week at the dealership for Jeff.

"By both of us getting into real estate, we were able to watch our kids grow up," explains Jeff. "We could go to their games, their practices, and their events." That was the biggest reward for these devoted parents. Now they eat dinner together every night. "Our kids will wait until everyone is there before taking the first bite."

Jeff attributes his success to the dealership. "Motivating salespeople to hit sales goals was a pivotal lesson that translated over to real estate."

As for Stevie, she was licensed in 2017 and started in new construction. "I enjoyed every second of it," she says. "I had a wonderful start with a wonderful local team." From there, she was promoted to another powerhouse team, followed by another high-producing team. Now she works with Jeff.

"He was an absolute rock star from the very beginning,"



she raves. "He really soaked everything up while still working at the dealership." Listening to all of Stevie's calls and watching her at showings paid off. "He started doing the same exact thing with no nerves at all. He got them all to say yes," she laughs.

Jeff jokes, "I took my first real estate call at the dealership. It was a land listing for \$80,000. I didn't know what to do. I hung up and called Stevie, asking, "What do I do now?" She taught him the ropes.

An eager agent, Jeff had three houses under contract in his first week! Since that time, their team has grown to four licensed teammates and a transaction coordinator.

Passionate about People

What excites Jeff and Stevie about real estate? "I love bringing people closer to their dreams," says Stevie. She also likes taking the "impossible" and making it "possible." Jeff adds, "I really love the hunt." From the first phone call, he is on a mission to find the perfect home. "I love sitting on properties, narrowing down what people are looking for, and watching their eyes open as they go room to room, checking all the boxes."

Together, they work beautifully, ensuring an unparalleled customer service experience. They also focus on agents, deciding not to take more from a transaction than their agents made. "They deserve to be compensated fairly," says Stevie.

Family Matters

Jeff and Stevie put family first. “We have three amazing children that we are lucky to be blessed with,” says Stevie.

Their oldest son, Kaedyn, is a junior at Cleveland High School and is an old soul. “He started talking when he was 6 months old and hasn’t stopped since,” laughs Stevie. Not only can he carry on conversations that are beyond his years, but he is also passionate about sports. He initially played football, but switched to golf, which suits him to a tee. Kaedyn also wants to get into the family business. “He knows more about real estate than some of the brokers we talk to on the phone.”

Their daughter, Kaezlyn, is a “firecracker” and a freshman at Cleveland High School. “She’s been playing soccer since she was 4 years old,”

says Stevie. A very hard worker and very disciplined, she has a bright future ahead of her. “Family is so important to her,” says Jeff. “She’s extremely witty and the funniest person I ever met in my life,” he adds.

Their son, Kamdyn, is fiercely passionate. He’s a lot of fun, always testing boundaries, and loves basketball. “The younger side of Jeff has two sides of him,” says Stevie. “There’s the smarter, nerdy side (Kaedyn) and the

party side (Kamdyn). It took two boys to put into Jeff.” Kamdyn is also their most money-motivated child. “I call him our little Warren Buffett. The way that he looks and processes numbers is really fascinating,” says Jeff.

The Price family is very tight-knit. “We pick up a new hobby every summer,” says Jeff. “We could be stuck in a garage if it’s the five of us and still figure out how to have fun.” Everyone loves the outdoors, whether kayaking, paddleboarding, fishing, golfing, or hiking. “We don’t enjoy the indoors whatsoever,” laughs Jeff.

Real estate equals more family time for Jeff and Stevie. It’s sitting down to dinner every night, showing up for their kids, and helping other families find the home where memories can be made. Best of all, this dynamic duo works together side by side, careful not to miss the moments that matter most. ▀

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I love sitting on properties,
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“Father’s Day means the world to me,” says Kevin Mullaney, a proud father of three children. “I’ve enjoyed all my different seasons in life,” he reflects thoughtfully. His 20s were for friends and funding college. In his 30s, he felt established. “I got all the things,” he laughs, “the house, the boat, and the cars.” Now 40, he is focused on family and creating generational wealth through real estate and other endeavors.

Married to his wife, Meryl, Kevin is a fan of work-life harmony. “I don’t like work-life balance—pulling from one to give to another,” he explains.

Although real estate is important, Kevin is quick to put his wife and kids first: Eden (11), Faith (9), and Abel (5). “My wife and I are really big on experiences,” he says. That’s why they plan the year around their travel schedule. Another priority? The kids’ sporting events. Whether heading to Phoenix or San Diego on weekends, this tight-knit family sticks together.

“My oldest daughter does soccer, volleyball, and basketball,” says Kevin. Faith excels in soccer and gymnastics, and Abel primarily does soccer.

“I coach my 9-year-old’s club-level soccer team,” says Kevin. “I grew up never playing soccer a day in my life.” Ironically, the team finishes



many seasons undefeated. Kevin knows time flies when raising kids. “I enjoy being part of their life in this small season of time,” he says.

Let’s not forget golf. Kevin laughs as he shares a memory with his son, Abel. “I took him out for 18 holes when he was 5. By hole six, he looked at me and said, ‘How much more golf is there?’ I said, ‘Quite a bit more.’ After we finished, he walked off the green and

says, ‘Dad, can I just quit school and do this forever?’”

Kevin smiles. “I told him, ‘You’ll have to ask your mom.’”

That’s Kevin in a nutshell. He’s driven, but grounded. Focused, but fun. He jokes that he runs “the fun department,” while Meryl is the “mom-ager.”

Life Before Real Estate Prior to getting his real estate license in 2012, Kevin ran

SUCCESS STARTS AT HOME

BY ELIZABETH MCCABE
PHOTOS BY PONIC
PHOTOGRAPHY

KEVIN MULLANEY



“
I don't like work-life balance—
PULLING FROM ONE TO GIVE TO ANOTHER.”

TNT Fireworks for the state of New Mexico. He handled leasing and sales training.

“I worked until I got burned out,” he says. Realizing there was a ceiling to his growth, he jokes, “I shot a bottle rocket through it and got into real estate.”

Real estate was always on his mind, especially since he bought his first home while attending the Anderson School of Management at UNM at just 20 years old.

“I was 20, had a part-time job, a great credit score, and somehow qualified for a mortgage,” he laughs. “It had four bedrooms, and I leased them out for \$500 apiece per month.” That was his first introduction to real estate investing back in 2008.

Making His Mark

Kevin spent nearly a decade at eXp Realty as one of their first New Mexico agents before moving to Keller Williams for a couple of years. After earning his Qualifying Broker's license, he began making plans to help bring the LPT Realty model to New Mexico.

In 2025, he helped introduce LPT Realty to New Mexico as one of the state's earliest adopters of the model. Originally, Kevin planned to serve as the Qualifying Broker himself, but because the role limits production, Michael Glass stepped into the position while Kevin continued building his business and helping grow the brokerage.

“Now we have well over 100 brokers,” Kevin says. “That's a lot of people saying yes to a life-changing real estate model.”

“The goal was always to bring something to New Mexico that agents and team leaders could really grow with,” he reflects. “Something they could get on board with that would create opportunity and help further their careers.”

Clients often appreciate Kevin's calm, relationship-first approach and his ability to make high-pressure transactions feel personal and manageable.

Family Focused

When Kevin's not working, he's focused on the values that ground him: Faith. Family. Future. Fitness. Finances. Friendships. “That's what I focus on in life and what my foundation is built upon,” he says.

Even his hobbies revolve around family.

“I realized pretty early on that golf is great until you have two kids and a wife who has been waiting for eight hours,” he reflects. That's why he decided to get his family into golf. Time spent together is priceless.

Final Thoughts

Looking at his real estate career, Kevin knows one thing to be true: relationships matter. Making sure those relationships are never transactional is critical. Sales follow when you put others first.

He's building a life rooted in faith, fueled by family, and driven by a desire to create something that lasts far beyond the closing table. 🏡



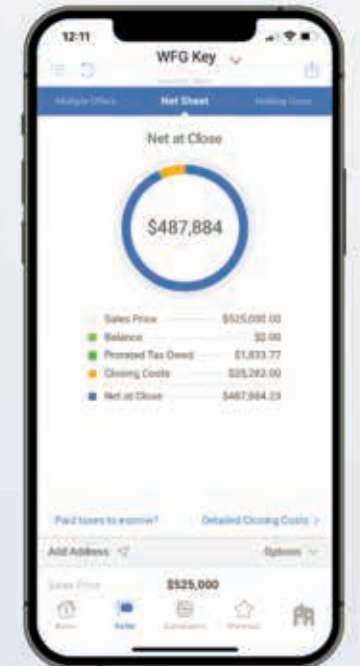
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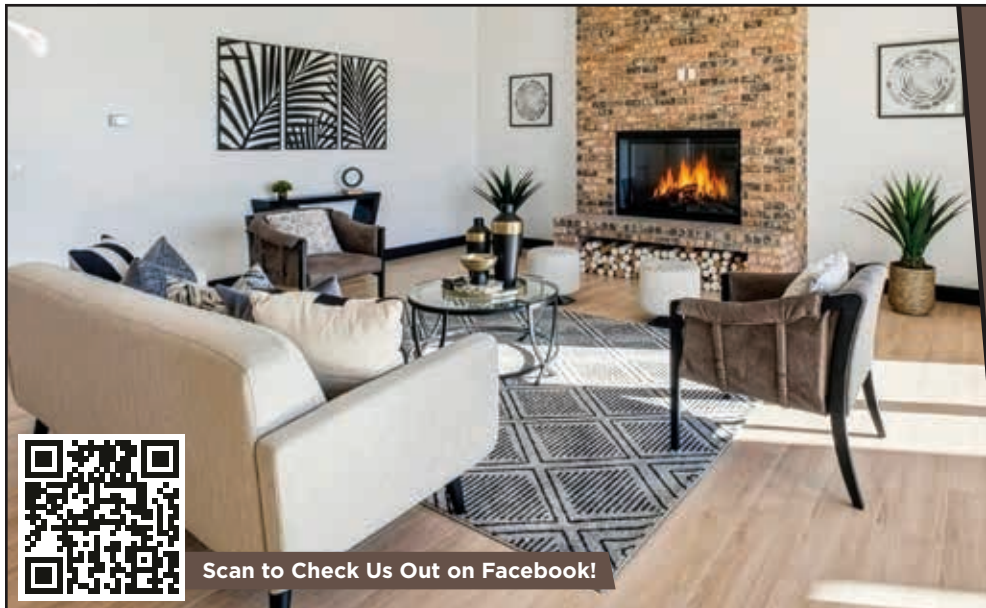
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Tom Gallegos



Built to Hustle. Wired to Win.

“I’ve been blessed with an incredible real estate career,” says Tom Gallegos. That success in sales? It dates back to his youth. At the age of 10, he was trading with Navajos and selling to tourists at his family’s trading post, Garcia’s Trading Post, near Canyon de Chelly, a national monument.

“I was selling Navajo rugs, baskets, and jewelry,” he recalls. In the process, he learned how to connect with people.

While in college at Santa Fe, Tom began selling shoes at the mall. “I was always in the top tier of production,” he reflects. He engages instantly with people through his friendly, caring nature.

“After five years in college, I went into car sales,” he comments. He sold at the Mazda Volvo store in Santa Fe for eight years. That’s when opportunity knocked. “My brother’s girlfriend was working for Centex Homes. She told me, ‘Tom, you would be perfect for this job.’”

She asked him about his income and then presented him with an offer he couldn’t refuse.

“What if we triple that right off the bat?”

Tom instantly agreed and started selling homes in 1993. “I never looked back,” he smiles. He moved to Albuquerque to work for Centex Homes. It was the perfect career for a single man, working all weekend and using his two days off – Wednesday and Thursday – to hone his golf skills and get in shape.

However, there was a cap that he soon realized. “There are only so

many homes in a subdivision,” he points out. “The builder only does so much advertising and driving traffic to model homes.”

That’s when he made the shift to RE/MAX Masters in 1998. He found his niche. As Tom says, “Once I got into resale, there was nothing better. It was a perfect fit, even at an older age.” He tried a few different brokerages, including Coldwell Banker.

“I met my wife, Susan, there,” he says with a heart of gratitude. “She checked my contracts at Coldwell Banker.” After seven years of dating, they got married. Tom became a stepfather to four adult children, all married, fourteen grandkids, and a great grandbaby.

A Talented Team

Over the years, Tom expanded his team to work more efficiently.

“Getting married prompted me to get an administrative assistant,” he says. “Now I’ve had a buyer’s broker, Max, for almost three years.” Ironically, Max will be Tom’s grandson-in-law! “He dated our granddaughter, Ella, at Eldorado High School.” Right after graduation, he went to real estate school. “I knew he had the personality and the drive.” It was the right match. “We have tripled our business by adding one person,” reflects Tom.

Tom also appreciates his administrative assistant, Lorie Landers, although he was hesitant to relinquish control.

“I am a control freak,” he laughs. “No one can do it as well as I could.” That’s before he met Lorie. “Sure enough, she could do it better and made me more efficient at what I do best.” Susan chimes in, “She’s the glue that holds us together.”



BY ELIZABETH MCCABE
PHOTOS BY LIZ LOPEZ PHOTOGRAPHY

A Wide Range of Business

"I am blessed to have a wide range of business," says Tom. The Bust of the Housing Bubble in 2008 gave him the opportunity to specialize in short sales and bank-owned properties, which has been an asset to his business.

"As a Berkshire Hathaway Broker, I work under Jim Pitts. He has a huge commercial branch with multi-family apartments, light industrial, and commercial," points out Tom. However, the bread and butter of his business is single-family residences. Max Maner, Tony's Associate Broker, is learning the different types of real estate and following in Tom's footsteps.

Susan, Tom's wife, plays a key role on the team, bringing her expertise in staging and design to elevate every listing.

Family, Fun, and Faith

When Tom isn't working, you can find him with his family, relaxing and recharging, which is important for this self-described workaholic. A golfer and an avid runner, Tom jokes, "I used to be a cyclist, but it took too much time." Now he runs each morning with his 6-year-old 95-pound Black Labradoodle named Winston the Real Estate Doodle.

"Winston also goes to showings with me, tours vacant properties, and loves anything with stairs or a yard. He is a huge part of our life," says Tom.

Faith is also a significant part of his life.

"We are active in our church, Calvary Albuquerque," he comments. "Susan and I both have a service role in our church." He credits his faith in God as the reason for his success today.

At 65, Tom has no plans of slowing down. He's President of their Homeowners' Association, a devoted grandfather, a loving father, and a happy husband. His best years are ahead of him. "I'm a young 65," he laughs. "I'm still active and athletic." He's committed to people, putting their best interests first, and showing up for moments that matter. Whether at a grandchild's sporting event or at a client's closing, Tom is fully invested. ▾



Once I got into resale, there was nothing better. It was a perfect fit, even at an older age."



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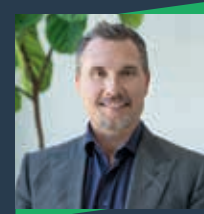
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