

ABQ

MAY 2026

REAL PRODUCERS[®]

**THE
MAGNIFICENT
MOMS ISSUE**

**Nikki
Dauphin**

COLDWELL BANKER

+

RACQUEL GURULE

AMY O'CONNELL

**HR INTEGRITY
ESTATE SALES**

CONNECTING. ELEVATING. INSPIRING.



Because This isn't Their Starter Home Anymore.

And their next kitchen should reflect that.
Your buyers aren't looking for "good enough."
They want a home that matches the life they've worked hard to build.

That's why Albuquerque buyers choose **Next Level Restoration & Remodel** to transform dated kitchens into modern, elevated spaces built for hosting, gathering, cooking, and actually living.



One accountable team from start to finish

Clear scope, budget ranges, and timelines

Low-disruption remodels with daily cleanup

A client experience that reflects your high standards

Scan to see how we help Realtors guide clients through upgrades with confidence.



To see real kitchen transformations
Text "REMODEL" to 505-985-5707



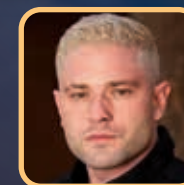
MORTGAGES MADE SIMPLE

With New American Funding, you're not just pre-qualifying buyers—you're positioning them to compete and close.

DPA (Down Payment Assistance)	NAF Cash	FHA Loans	VA Loans	Conventional Loans
Help more buyers get in the game with low upfront costs (Credit score as low as 580)	Turn financed buyers into cash buyers—win in competitive markets	Flexible credit + as little as 3.5% down = more approvals	No down payment, no monthly MI for eligible veterans	Buy, Build, or Refinance with as low as 3% down with competitive rates for qualified buyers.

Manual underwriting available as well.

Partner with New American Funding
and close with confidence.



NATE ARMSTRONG
nate.armstrong@nafinc.com
505-550-4990
NMLS# 2557749



EDDIE MEDINA
505-974-0712
Eddie.medina@nafinc.com
NMLS# 2564327



TYLER RUUSPAKKA
505-578-3727
Tyler.Ruuspakka@nafinc.com
NMLS # 2712036



ROCHELLE HIGGIN
Rochelle.Higgin@nafinc.com
505-550-8030
NMLS# 1135820

Equal Housing Opportunity. This is not a loan commitment or guarantee of any kind. Terms and conditions apply. Subject to borrower and property qualifications. Not all applicants will qualify. Rates and terms are subject to change without notice. All mortgage loan products are subject to credit and property approval. © 2026 New American Funding, LLC. NMLS #6606. nmlsconsumeraccess.org. Corporate office 1 MacArthur Place, Suite 800, Santa Ana, CA 92707. www.newamericanfunding.com. Phone: (800) 450-2010. NAF Cash, LLC ("NAF Cash") is a real estate company that is an affiliated company of New American Funding, LLC. All products and services supplied by NAF Cash are subject to state availability and contractual terms and conditions. NAF Cash does not originate loans or issue loan commitments. NAF Cash, LLC charges a Transaction Fee of 1.50%-7.5% of the purchase price for its service (fee varies by state and program). License number: MI Real Estate Broker #6505431332.

SPOT THE SPARKS BEFORE THEY START A FIRE

VETERAN OWNED & OPERATED

We uncover every issue so your closings stay smoke-free

- PRE-SALE INSPECTIONS
- HOME INSPECTIONS
- THERMAL INSPECTIONS
- SEWER SCOPES
- RADON TESTING

25% Discount for Active & Retired Military as well as First Responders

FIREMAN HOME INSPECTIONS

505-715-1009 • KATE@FHIOFFICE.COM

Home Is Where Mom Is —Let's Get Her There.

WE HANDLE THE FINANCING SO YOU CAN FOCUS ON CREATING HAPPY HOMEOWNERS.

Chris Maxwell
 Vice President, Mortgage Banker,
 NMLS ID # 1703127
 cmaxwell@bankofalbuquerque.com
 505-804-3191

Bank of Albuquerque® is a trademark of BOKF, NA. Member FDIC. Equal Housing Lender. © 2024 BOKF, NA

BANK OF ALBUQUERQUE
 Powered by BOK Financial

FAITH MOVING COMPANY

WE MAKE MOVING JOYOUS

2024 BEST OF THE CITY WINNER

505.305.0182
 FaithMovingCompany.com
 LICENSED & INSURED

WFG Key™

UNLOCKING CLARITY AT EVERY STEP OF HOMEOWNERSHIP.

An **All-in-One Resource** that empowers confident conversations, clearer expectations, and smarter decisions throughout the entire real estate journey.

WFGKeyapp.com
 Scan to Download!

WFG National Title Insurance Company
 a Wellstar Financial Group company
 wfgtitle.com/new-mexico

Contents



Nikki Dauphin **30**
COVER STORY

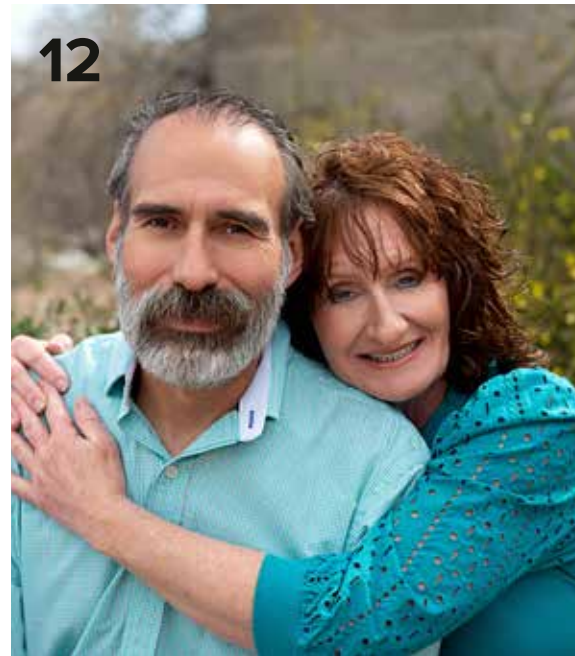
PROFILES



18 Amy O'Connell



24 Racquel Gurule



12

HR Integrity Estate Sales



IN THIS ISSUE

- 8** Meet our Preferred Partners
- 10** Meet The Team
- 12** Industry Expert: HR Integrity Estate Sales
- 14** RP 2025 By The Numbers
- 18** REALTOR® Spotlight: Amy O'Connell
- 24** REALTOR® on the Rise: Racquel Gurule
- 30** Cover Story: Nikki Dauphin

If you are interested in contributing or nominating Realtors for certain stories, please email us at ml.rauch@realproducersmag.com, or call ML at (505) 250-0092.

Getting You From Contract to Closing *The Right Way.*

Flexible, full-service transaction coordination and management tailored to your unique business needs—so you can focus on closing deals, not chasing paperwork.




TIMOTHY WRAY
Realtor | Qualifying Broker | Owner
License REC-2024-0761
505-681-5199
timothywrayrealestate@gmail.com
7709 San Francisco Rd NE, 87109



LET'S MAKE YOUR CLIENT'S DREAM HOME A REALITY.



RURAL 1st
Closer to What Matters
Construction Loans • Lot Loans • Land Loans • Home Loans




Scan to learn more

When your client's goal is to get Closer to What Matters®, we're ready to help them get started.



Gabriel Baeza
Sr. Rural 1st Loan Officer
575.808.7361 | NMLS 1024218
Gabriel.Baeza@Rural1st.com



Chance Honey
Sr. Rural 1st Loan Officer
575.973.0894 | NMLS 1806193
Chance.Honey@Rural1st.com

Loans subject to credit approval. Rural 1st is a tradename and Rural 1st, the RollingHills Window icon, Rural Logic, and Closer to What Matters are exclusive trademarks of Farm Credit Mid America, NMLS 407249. Rural 1st products are available to consumers within the territories of participating Farm Credit System Associations. Equal Housing Lender.



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLEANING SERVICE

Four Seasons Cleaning
Michael Galaviz
(505) 489-0755
www.fourseasonscleaning.com

DUCT RESTORATION

Duct Worx
Scott Herrmann
(505) 600-9374
www.ductworxnm.com

ELECTRICIAN

Benco Electric, LLC
Ben Schroeder
(505) 934-1221
www.bencoelectricllc.net

ESCROW

Sunwest Escrow
Terry White
(505) 237-2225
www.sunwestescrow.com

ESTATE LIQUIDATION

HR Integrity Estate Sales
Barbara Spear
(505) 339-8401

ESTATE SALES

My Auction Addiction
Lloyd Swartz
(505) 252-0915
www.AlbuquerqueAuctionAddiction.com

GARAGE SOLUTIONS

Pride Garages
David Large
(505) 818-9710
www.priderealestatenm.com

GRANITE/MARBLE/TILE/STONE

Premier Granite LLC
Pedram Ghoreishi
(505) 463-2659

HOME INSPECTION

Duke City Inspections
Matt Williams
(505) 587-3535
www.dukecityinspections.com

Erhart Home Inspections

Rick Erhart
(505) 861-9040
www.erhartinspections.com

Fireman Home Inspections LLC

Lee Carns
(505) 353-2979
www.firemanhomeinspections.com

Pillar to Post Home

Inspectors/The CG Team
Eric Robinson
(505) 247-2298
www.pillartopost.com/cgteam

HOME STAGING

All About Staging
Trish Tilley
(505) 228-2895
www.allaboutstaging.info

HVAC/PLUMBING

C & L Total Service LLC
Chad Padilla
(505) 294-3777
www.CandLTotalServiceLLC.com

INSURANCE

Farm Bureau Financial Services
Mark Krueger
(505) 998-7250
www.agentmarkkrueger.com

Strategic Insurance Group

Benito Ortiz
(505) 585-0227
www.thesigco.com

LENDING

Rural 1st
Gabe Baeza
(505) 808-7361
www.rural1st.com/

MORTGAGE

Guild Mortgage
Robert Sanchez
(505) 573-9777
www.branches.guildmortgage.com/

Neighborhood Loans

Ross Murray
(505) 257-1933
www.closewithross.com

New American Funding

Nate Armstrong
(505) 550-4990
www.newamericanfunding.com

Waterstone Mortgage

Zora LaClair
(505) 389-1900
www.waterstonemortgage.com

MORTGAGE ADVISOR

Bell Bank Mortgage
Yvette Klinkmann
(505) 366-9090
www.mortgagesbyyvette.com

Cornerstone Home Lending

Lauren Sandoval
(505) 553-2059
www.laurensmylender.com

MORTGAGE BANKER

Bank of Albuquerque
Chris Maxwell
(505) 804-3191
www.chrismaxwellmortgage.com

MOVING COMPANY

Faith Moving Company
Nick Fehrenbach
(505) 305-0182
www.faithmovingcompany.com

ProRelo Bekins

Brad Killman
(505) 888-1007
www.myabqmover.com

PAINTING SERVICE

New Mexico's Painting Specialists
Mandi Loudenbach
(505) 250-8000
www.newmexicospaintingspecialists.com

PHOTOGRAPHY-FAMILY/

REAL ESTATE/EVENTS
Liz Lopez Photography
Liz Lopez
(505) 401-9843
www.lizlopezphotography.com

Ponic Photography

Jason & Elizabeth Ponic
(505) 595-5388
www.ponicphotography.com

PROPERTY MANAGEMENT

Couture Brokerage
Toni-Lei Ponic
(505) 321-3259
www.couturebrokerage.com

Nizhoni Property Management

Karla Rickert
(505) 644-1111

RESTORATION/REMODEL

Next Level Restoration and Remodel
Matt Adlesperger
(505) 980-7515
www.nextlevelrr.com

ROOFING & CONTRACTING

Hawk Construction Services
Justin Hawkins
(505) 881-4568
www.hawkcs.com

TITLE COMPANY

First American Title
Kylie Coffman
(505) 888-8232
www.nm.firstam.com

WFG Title

Teresa Manzanares
(505) 366-3973
wfgtitle.com

TRANSACTION MANAGEMENT

Right Wray Real Estate LLC
Timothy Wray
(505) 681-5199



Quality Doesn't Cost...It Pays

Get Ready for the Spring & Summer **HEAT**

Tired of the Humid Air of the Swamp Cooler?
It's Time for a New A/C Unit!

Free Estimates on New A/C Units

CandLTotalServiceLLC.com • 505.294.3777
100% Satisfaction Guaranteed
Bonded and Licensed • NM MM98 License # 389788

42 YEARS IN THE INDUSTRY

WE MANAGE THE ASSET. YOU MAINTAIN THE TRUST.



nizhoni property management

25% referral percentage

(25% of 1st month rent)

Gold Tier for 3+ referrals

(30% of 1st months rent)

Guaranteed referral back when client sells

505-814-RENT (7368) | ClientRelations@Nizhonipm.com

License Number: 20688



Scan for Video



Benco Electric
OUTSTANDING CUSTOMER SUPPORT + SERVICE

- ✓ REMODELS
- ✓ INSPECTION REPORT REPAIRS
- ✓ RESIDENTIAL & COMMERCIAL
- ✓ ELECTRICAL SERVICE UPGRADES
- ✓ EV CHARGERS ✓ BACK-UP GENERATORS

505.934.1221
benco-electric.com
BONDED & INSURED LIC. #389951

Meet The Team



M.L. Rauch
Publisher



Amber Ortega
Content Coordinator



Maddie Podish
Social Media Coordinator



Mariya Stout
Advertising Strategist



Alexa Kirsch-Poole
Client Concierge Manager



Liz Lopez
Photographer
Liz Lopez Photography



Elizabeth & Jason Ponc
Photographer
Ponic Photography



Elizabeth McCabe
Writer



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Why Choose Cornerstone Home Lending?



On-Time Closing Commitment

It's not just a priority; it's a core value.



Amazing Efficiency

Real-time loan pricing, quick rate locks, and underwriting goal of two business days.



Various Unique Loan Programs

Conventional, FHA, VA, USDA, multiple down payment programs, physician loans, investor and self-employed options, HUD-184, and access to over 15 jumbo investors.



In-House Operations

From processing and underwriting to closing and funding.



Direct Lending

There's no middle man—we review every application and make the final loan approval decisions.



Weekly Updates

With client approval, we share weekly loan status updates to keep everyone informed—no personal details included.



LAUREN SANDOVAL

Producing Branch Manager
NMLS 1654808
P: 505.553.2059
LSandoval@houseloan.com
LaurensMyLender.com



SHARLA ORTEGA

Loan Officer
NMLS 1568483
P: 505.795.1929
sortega@houseloan.com
MomKnowsHomeLoans.com



VICTORIA LUJAN

Loan Officer
NMLS 683182
P: 505.900.5304
vlujan@houseloan.com
HouseLoan.com/VictoriaLujan



MANDY NGUYEN

Loan Officer
NMLS 2775746
P: 505.620.0664
mnguyen@houseloan.com
MandyHomeLoan.com



Corporate Office: 1177 W. Loop S., Ste. 700, Houston, TX 77027. Cornerstone Home Lending, a Division of Cornerstone Capital Bank, SSB. Member FDIC. NMLS ID# 2258. Not a commitment to lend. Borrower must meet qualification criteria.



WORK WITH US AND OUR NEW REFERRAL PROGRAM

Connect with **BUYERS** and **SELLERS** interested in Owner Financing!



REAL ESTATE BROKERS

Get discovered in our directory, earn recognition badges, and grow your professional brand!

**WORK WITH US
IT TAKES LESS THAN 2 MINUTES**

505.237.2225 | SunwestEscrow.com | 10600 Menaul Blvd. NE Albuquerque

*Notify your escrow agent that you want the contract ordered from Sunwest Escrow and Steider And Associates



BY
ELIZABETH
MCCABE
PHOTOS
BY KATE
RODRIGUEZ

We caught up with **BARBARA SPEAR**, owner of HR Integrity Estate Sales, to learn more about her business.

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

My son had brain surgery in Colorado when he was 16. When we came back home, he could walk, but he couldn’t speak and struggled with mobility on his right side. He needed therapy twice a day. We couldn’t continue in our previous jobs and we needed a job that we could do on our own schedule.

A friend of my mom’s had a family member pass away and mentioned having a garage sale. I said, “No, you need an estate sale.” That was in 2010, and that’s where it all began. In 2012, we officially launched our business, HR Integrity Estate Sales, which exploded from there.

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

Personal, detailed and compassionate service. When we set up for a sale, we go in with the attitude of honoring the estate. We take extra time staging and cleaning to make sure we are serving our clients well and that every available item has a fair chance of being sold.

We spend a lot of time communicating throughout the sale, letting them know what sold and giving them a recap of everything. By taking a personal approach with our clients, we’ve made a lot of friends. Clients turn to us with repeat and referral business. An estate sale can be a very stressful time, but we make it as easy as possible for folks. We sit with them, listen to their stories, and pay attention to their needs. That’s so important.

Who’s your dream client, and how do you keep them coming back for more?

Our dream client is someone who trusts us 100 percent. We can connect with

them on a personal level. It’s easy to work with someone like that.

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

We are such an important part of this process for our clients. In most situations, the client is saying goodbye to these material items that they spent a lifetime collecting. They have invited us into their home to hire us for a service, but we have the opportunity to sit and listen to their stories. We are actually a part of their grieving process. What an honor! So with us, it’s not just another sale. It’s a lifetime of memories shared. A client once asked me how many sales we have done and after I answered her, she said, “Wow you must have a lot of friends,” and she was right.

Every business hits bumps in the road. What’s been your biggest challenge, and how’d you tackle it?

We’re not a regulated industry, which means trust is everything. It takes time to build trust, so we focus on being a business of integrity. We are transparent and truly present for our clients every step of the way, treating them with kindness, compassion and respect.

How do your values show up in your day-to-day work and client relationships?

My parents were honest, hardworking people, and they instilled those qualities in us growing up. Being honest is simply a way of life for me.

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

Most of our business comes from REALTORS®, so we work hand-in-hand with them. Making sure the home is cleaned out and left exactly how they want it for the market is a huge part of what we do.

When the pace gets crazy, how do you keep your energy, focus, and motivation in check?

When things get crazy, there’s no time to think about it. You have deadlines and

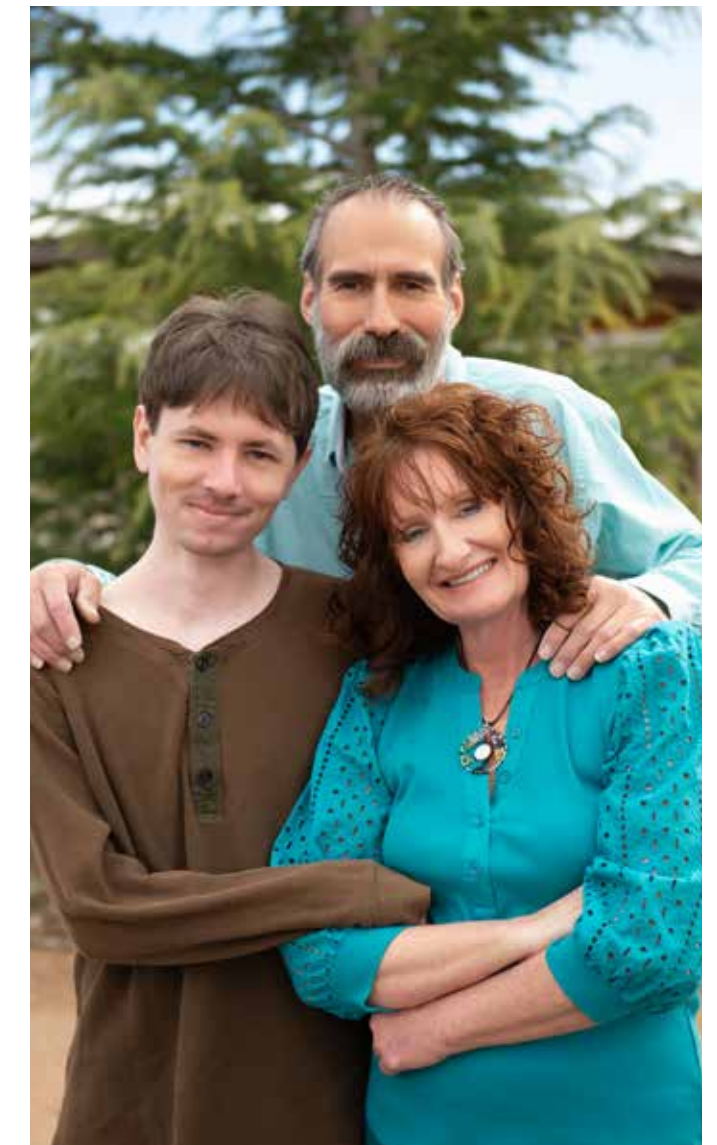
stopping isn’t an option. When the doors open and there’s a huge line, you have to be ready. Preparing for the sale is where the work starts.

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

Remember, you are serving your clients. Your client always comes first. You have to put their needs ahead of everything else.



CONTACT THEM TODAY!
HR INTEGRITY ESTATE SALES
(505) 339-8401
BARBARASPEAR@MSN.COM



HR INTEGRITY ESTATE SALES

GUIDING CLIENTS THROUGH LIFE’S TRANSITIONS WITH CARE AND INTEGRITY



2025

BY THE NUMBERS

HERE'S WHAT ALBUQUERQUE'S TOP 300 REAL ESTATE AGENTS SOLD

\$4.2 BILLION



TOTAL VOLUME

TOTAL TRANSACTIONS



10,382



AVERAGE VOLUME PER AGENT

14.2 MILLION



AVERAGE TRANSACTIONS PER AGENT

35



From Blank Canvas to *Buyer's Oasis*: Staging Excellence for Your Vacant Listings

Trish & Jim Tilley
505.228.2895

AllAboutStaging.ABQ@gmail.com



Scan to Check Us Out on Facebook!

all about Staging
VACANT HOMES

DESIGN THE GARAGE YOU DESERVE




CUSTOM SOLUTIONS FOR GARAGES, CARPORTS, AND BARNs — TAILORED TO YOUR DREAM

ED MCGEE 505.301.5782
DAVID LARGE 505.818.9710

HOME INSPECTIONS

LEVELLED UP >>>>



HOME INSPECTORS

We don't just inspect — we give buyers clarity, confidence, and next-step tools.



- PTP360 · 360° visual summaries for instant clarity
- PTP Estimates (Powered by Punchlist) · Clear cost estimates for inspection items
- PTP FloorPlan · Accurate floor plans of the entire home
- PTP Home Manual (Powered by Centriq) · A digital guide for homeownership after closing

Eric Robinson · Senior Home Inspector · The CG Team
505-247-2298 • pillartopost.com/cgteam

BEKINS®

THIS IS MOVING.



We Welcome
Realtor Referrals
with **Free,
Guaranteed
Quotes**—Every
Time.

- No Matter the Size or Distance, Every Move Is Built Around Your Clients.
- Smart Moves Start with Early Quotes—Plan Ahead and Save Your Clients Money.
- From Packing to Storage, We Handle Every Step of Moves of Any Size Going Anywhere.

Why Choose Us?

We're the highest-rated mover on Google



4.8 stars with 1,900+ reviews



PRORELO

Interstate Agent for Bekins Van Lines

505.888.1007

becca@myabqmover.com

PONIC PHOTOGRAPHY



WEDDINGS • PORTRAITS
HEADSHOTS • REAL ESTATE

505-595-5388 ponicphotography.com



HAWK

CONSTRUCTION SERVICES
**CURB APPEAL
THAT CLOSES
DEALS**

Roofing. Stucco. Painting.



505.881.4568

admin@hawkcs.com
Licensed, Bonded & Insured
NM License #417835

Precision, Quality, and Excellence in Every Project.

**FREE
INSPECTIONS**

Up to 100% Financing for Doctors and Dentists

Because doctors' finances can be complicated, we've made home financing simple with our Doctor Loan Program. If you have clients who are doctors or dentists, they could get up to 100% financing with 0% down on their next home purchase.

Contact me today to start the conversation!



Yvette Klinkmann
Area Manager | NMLS #471722
505.280.0508
yklinkmann@bell.bank
mortgagesbyyvette.com

Bell Bank Mortgage

2440 Louisiana Blvd. NE | Suite 110 | Albuquerque, NM 87110



Subject to credit approval. Program limited to licensed medical professionals, including MD, DO, DDS, DMB, PharmD, CRNA, VMD and DPM. Required Bell Bank checking with ACH payment method for discounted rate. Bell Bank checking ACH discounted rate includes a cancellation penalty of 1.00% of the original unpaid principal balance. Adjustable-rate mortgage (ARM) products have a fixed interest rate for a set period of time and adjust periodically thereafter. At the end of the fixed-rate period, the interest rate and payments may increase. Program guidelines are subject to change without notice. Other restrictions apply.



Amy O'CONNELL

“Treat your business the same way you would your family,” says Amy O’Connell. “If you’re just in it for the financial rewards, you are missing out.”

BY ELIZABETH MCCABE
PHOTOS BY LIZ LOPEZ
PHOTOGRAPHY

Seeing her clients go to the next stage of their lives after selling a house is worth every ounce of effort to this devoted real estate professional. Her clients become her close friends and family.

“Many come to family gatherings,” she shares.

Interestingly, real estate was the farthest thing from Amy’s mind growing up in Buffalo, New York. During her senior year of high school, her mother took a job in New Mexico. Amy was concerned. “Are we going to have a house with sand floors and cook outside in an oven?” she asked. Her mother replied, “No. There are ‘real

houses’ out there.” She showed her some pictures to prove it.

Amy moved to Albuquerque after attending Miami University in Oxford, Ohio, where she majored in Elementary School Teaching. When she started having a family, she became a stay-at-home mother.

How did she make the leap to real estate? A friend, Torie Robinson,

**Mother First.
Everything
Else Follows.**



Photo by Shelby Paige Photography

needed a buyer’s broker and saw something in Amy.

“She asked if real estate was something I would consider. I said, ‘Absolutely.’ It was either that or going back to teaching,” Amy recalls.

She got licensed in 2013, when her youngest was just 5 years old. “You do what you have to do,” says Amy. When she had a free weekend, she would host open houses.

“I would have to take my kids with me,” she smiles. “I liken taking my children to meet clients to taking children to a car dealership or a furniture store. They are perfect angels, and then they go crazy,” she laughs. But it left an impression on them. Their respect for their mother grew as they saw how hard she worked. As her daughter Alyssa says, “She is everything I hope to be one day.”

Where others might have failed juggling three children and launching a real estate career, Amy succeeded. To her,

it’s all about communication and setting expectations.

“I was a teacher for eight years,” she points out. That has provided the perfect foundation for real estate. “I pride myself on the first appointment (with clients) and providing information to buyers and sellers.”

Family First
What motivates Amy? “I want my kids to see success. Even when things are hard, we don’t quit.” Amy’s kids are her everything.

Her kids also rave about her: “My mom, Amy, does so much that makes me really proud of her. She has always put her kids first and understands the importance of the things she does and how they affect us, but along with that, she is able to balance family and work very well together. ... It has been amazing to watch every part of her career and the growth she has had. I’m so proud to have her as a mom and know the type of person she is. I love you, mom!”

Jacob O’Connell, age 23



“Even when things are hard, we don’t quit.”

Alyssa is graduating with a degree in Interior Design from Northern Arizona University. Her oldest son, Jacob, graduated from the University of Idaho in Moscow, Idaho with a degree in Operations Management and a minor in Architecture. He now lives and works at Micron in Boise with his new wife, Sarah. Gavin will be entering an electrical apprenticeship program to become an electrician.

Fun

When not working, Amy enjoys anything outdoors. She recently completed the Bataan Death March, a 16-mile march that took her 6 hours. Other pastimes include camping, hiking, backpacking, cooking, four-wheeling, and spending time with her children.

Looking back on her life, Amy has accomplished much as a teacher, mother, and real estate professional. Even when life was challenging, she failed to quit, never stopped, and refused to settle. That’s how she built her impeccable reputation here in Albuquerque, one satisfied client at a time. ▾

“To say I am proud of my mom doesn’t even begin to capture how I truly feel. She is the most powerful, selfless, and independent woman I have ever known, and I feel so incredibly lucky to call her my mom. ... She has built a successful business from the ground up, all while raising three kids and creating a home that is filled with love, stability, and support. No matter what she may be going through behind the scenes, she has always made sure that we feel safe, cared for, and unconditionally loved.”
Alyssa O’Connell, age 21

“There are many things that my mom does that make me proud of her. One of many is the intention to always put her family first and always do what’s best for people. She’s very caring and puts others before herself. She always goes through a ton, but no matter how bad her day is, she will still come home and make you a nice warm dinner, and that just shows the kind of person she is.”
Gavin O’Connell, age 17

Amy’s children have also pursued careers related to real estate.



RECOGNITION THAT SPEAKS BEFORE YOU DO

Real Producers badges aren’t given. They’re **earned**. They represent the elite agents in each market who excel in performance, professionalism, and impact.

That’s why top agents proudly display their badge across every touchpoint, from digital to print and everything in between.

- Email signatures
- Business cards
- Websites
- Listing presentations
- Social profiles
- Office signage
- Vehicle decals

If you’ve earned a Top Producer badge, make sure it’s seen. Better yet, *make it impossible to ignore.*



Guiding You to Fast, Seamless Estate Sales!

Support your clients through estate transitions with confidence. We manage the details—organizing, staging, and estate sales—so you can focus on closing.

HR Integrity Estate Sales
BARBARA SPEAR • (505) 339-8401

Serving Albuquerque for over 10 years!

Peace of Mind Starts at the Foundation

CERTIFIED INSPECTIONS FOR SMOOTH CLOSINGS

ERHART HOME INSPECTIONS
505-861-9040

Partner with professionals who protect your clients from the ground up

Call Rick Erhart Today!
505-861-9040 • erharthomeinspections.com
rickinspectionhomes@gmail.com
Licensed, Bonded, and Insured



**★ HONORING THOSE ★
THAT GAVE THEIR ALL**

Your Trusted Ally in Property Management



Toni-Lei Ponc | Qualifying Broker | Property Manager | Licensed Realtor

505.321.3259 | COUTUREBROKERAGE.COM




**Fresh Floors,
Faster Closings**

FREE ESTIMATES

We Handle the Dirt You Handle the Deal.

- ✓ Clean Outs
- ✓ Carpet Cleaning
- ✓ Tile & Grout Cleaning

Make every showing pop with professional carpet cleaning that helps your listings look—and smell—market-ready

FOUR SEASONS CLEANING
Family Owned and Operated! | 505-254-2180 | fourseasonscleaning.com

Picture Perfect Homes, Captured to Sell!




LizLopezPhotography.com
505.401.9843





Home is possible for every kind of buyer

We help your self-employed and non-traditional income clients qualify for home financing using alternative documentation—no tax returns or W-2s needed.

-  **Bank statement mortgages**
For self-employed customers with consistent bank statement deposits to qualify
-  **ITIN program****
For clients who have Individual Tax Identification Numbers (ITINs) and reside in the United States
-  **Flexible**
For customers with a higher debt-to-income ratio
-  **Debt Service Coverage Ratio (DSCR)***
For real estate investors needing rental property financing

Connect with us to provide flexible Non-QM mortgage solutions that *empower buyers to move forward.*



Teri Coffman

Senior Loan Officer NMLS ID# 653281
505.550.6826
6723 Academy Road NE,
Albuquerque, NM 87109



Anthony Martinez

Senior Loan Officer | NMLS ID #471723
505.379.0248
6723 Academy Road NE,
Albuquerque, NM 87109



Nicole Romero

Loan Officer | NMLS #2177238
505.550.2421
6723 Academy Road NE,
Albuquerque, NM 87109

Professionals you can count on.



Reach out today



Guild Mortgage Company; Equal Housing Opportunity; Company NMLS ID 3274. www.nmlsconsumeraccess.org. For more licensing information, please visit www.guildmortgage.com/licensing. All information, loan programs & interest rates are subject to change without notice. All loans subject to underwriter approval. Terms and conditions apply. Always consult an accountant or tax advisor for full eligibility requirements on tax deduction. By refinancing an existing loan, the consumer's total finance charges may be higher over the life of the loan. Guild Mortgage is not affiliated with Real Producers Magazine. For use by Real Estate Professionals only. *DSCR (Debt Service Coverage Ratio) is a loan program is for real estate investors. **Applicants must have Individual Tax Identification Numbers (ITINs) and reside in the United States.

PERSEVERANCE
PAYS OFF

BY ELIZBETH MCCABE
PHOTOS BY PONIC
PHOTOGRAPHY

RACQUEL GURULE

Plays the Long Game in Real Estate

“REAL ESTATE IS THE LONG GAME,” says Racquel Gurule. “Meeting someone at an open house. Setting them up on emails. Keeping track of what their preferences are and touching base every couple of months. Nurturing that in a non-pressure way.”

It takes time. Racquel met people a year ago who are just now ready to purchase a home. “If I had one word about real estate, it would be perseverance,” she laughs. (And maybe a little patience thrown in for good measure.)

Fortunately, Racquel is a master of the long game, especially since she was a long-distance collegiate runner. Her love for pounding the pavement started years before she laced up her running shoes for college meets.

“I started running accidentally at 15,” she smiles. “I was a soccer player.” When the coach told the players to do an activity during the offseason to “stay in shape,” Racquel naturally gravitated toward track. “It turned out I was good at it,” she laughs. “There is that positive reinforcement.”

Racquel even got a letter from the University of New Mexico inviting her to join the team. They recognized her talent and thought she would be a good fit. Once she got on the team, she mastered the art of discipline, getting up at 5:30 a.m. for practices.

Now? “Running is more of a mental health thing. It’s the one habit that I have every day. I don’t think about it. I just do it,” she explains. Racquel even has a running group, which has been a game changer in real estate. “I work with buyers and I can tell them all about the city.”

Running also made her the agent she is today. She doesn’t give up when deals are tough, clients are challenging, and things are taxing. “It teaches you mental toughness,” she says of running. “You have to train your body and your mind. And when you cross the finish line? It’s so worth it.” It’s almost like going to the closing table.

Rising in Real Estate

After graduating from the University of New Mexico two decades ago, Racquel taught special education before becoming a stay-at-home mom. When her youngest was 3 years old, Racquel asked herself, “What am I going to do when she starts school?” She didn’t want to go back to teaching, especially with three children in a lot of activities.

Initially, she got her license to supplement her income. After going through a separation, she went full-time into real estate.



“I didn’t realize the average was what REALTORS® did each year. I just put one foot in front of the other and just worked,” she says. 2025 was her first year in real estate and Racquel had a staggering 37 transactions. “I didn’t start working full-time until May,” she says. “I didn’t realize it was such a big deal.”

What’s her secret to success? She will go the extra mile (literally). “I will meet with you whether you want to see a \$10,000 piece of land or a \$1 million home,” she says. And if that home happens to be in a rural area an hour and a half away? Racquel will meet you there. Driving doesn’t faze her.

"I DON'T THINK ABOUT IT. I JUST DO IT."



"It's my quiet time. I will listen to a book." When others protest, she reassures them, "What are you talking about? I can't believe I am getting paid for this."

A Loving Mother

When not working, it's all about being mom to her three daughters, ages 5, 9, and 13. "They're all runners," she says. They all have matching running outfits. She's done the Rock and Roll Marathon with her 13-year-old daughter as well as Fun Runs.

What does it mean to be a mom? "Everything," she says with delight. "My girls are sweet, kind and athletic." In the beginning of her career, her children were her cheerleaders, encouraging her with such words, "Mommy, you are doing such a good job."

"They're my world," says Racquel. "At some point, they are going to grow up and

move out." Until then, she is savoring every second. "I love the cuddles," she smiles. "I love the good times and the hard times."

How does Racquel do it all? "Wine and running," she laughs. "I try to keep my energy up." She tries to fit as much into each day as she possibly can. To relax, she loves to be outside, take walks, eat good food, and listen to audiobooks while on the go.

Embracing Each Step

Success doesn't happen overnight. It's built mile by mile, client by client, and day by day. From motherhood to marathons to real estate, Racquel has learned that traction comes from showing up, staying steady, and putting one foot in front of the other. As she continues to grow her business and raise her girls, rest assured that Racquel is in it for the long run. ▀

Waterstone
MORTGAGE

the perfect fit: finding the right loan

At Waterstone Mortgage, we make it our goal to find the right loan for each homebuyer's needs. Today, homebuyers have more options than ever before.

Conventional | FHA | USDA | VA | Jumbo | Wealth Building Loan | First-Time Homebuyer Programs

Jason Pike
Senior Loan Officer
NMLS #471725
505.828.9400
JPike@WaterstoneMortgage.com

Julian Cordova
Loan Originator
NMLS #1693329
505.269.2549
JCordova@WaterstoneMortgage.com

All loan requests are subject to credit approval as well as specific program requirements and guidelines. For some programs, income and property restrictions may apply. Information is subject to change without notice. Equal Housing Lender. Waterstone Mortgage Corporation (NMLS #186434) is a wholly owned subsidiary of WaterStone Bank SSB (NASDAQ: WSBF). New Mexico Mortgage Loan Company Branch License. NMLB-3203-04102026

LISTINGS THAT STAND OUT. HOMES THAT SELL.

Partner with Premier Granite LLC for high-end countertop installs that elevate any kitchen or bath.

- Premium granite that adds instant value
- Clean, precise installs done right the first time
- Fast turnaround to keep your listings moving



Granite, Quartz, Quartzite, and Porcelain Countertops

505-366-3546 | office.granite@pgenterprisesnm.com | 301 Murray Rd RS, Albuquerque, NM



MATT WILLIAMS
OWNER

Everything You Need, One Inspection Team, One Call Away

We Bring Peace and Confidence
into Every Environment.

ALL OF OUR INSPECTORS ARE LICENSED & INSURED
LICENSED

Full Home | Termite WDO | Sewer Scope | Same Day Reports | And So Much More !!

DUKE CITY INSPECTIONS 505-587-3535 Call/Text
dukecityinspections.com - Book Online 24/7

Schedule Your Inspection Today!

Small Paint Changes BIG BUYER IMPACT

KITCHEN & BATHROOM CABINET REFINISHING
NEUTRALIZE BOLD COLORS
DRYWALL REPAIRS
EXTERIOR REFRESH/UPLIFT
5 YEAR TRANSFERRABLE WARRANTY
PRIORITY SCHEDULING FOR LAST MINUTE LISTINGS
SO MANY MORE OPPORTUNITIES!



Free Estimate Here!

WWW.NEWMEXICOSPAININGSPECIALISTS.COM 505-777-6401



Space To Breathe For Your Clients

SIMPLIFY ESTATE, MOVING, AND
CONSIGNMENT SALES.

We handle the contents of the home for your client so your listing can move forward quickly, cleanly, and without added stress.

From estate sales to carefully managed consignments, every item is handled with purpose and professionalism.

Inventory & Professional Photography
Online Sales with Minimal Disruption
One-Day Removal & Clean-Out

RELIABLE. LICENSED. INSURED. LOCAL.

Partner With Us Today!
505-252-0915
ALBUQUERQUEAUCTIONADDICTION.COM



My Auction Addiction
Estate Sales • Moving • Downsizing Sales



Celebrate life's moments.

Those big moments in life? They have a way of changing everything, including your need for life insurance. Together, we can make sure you and your family have the right coverage. **Let's chat.**



Mark Krueger
Agent
4343 Pan Amer. Frwy NE, Ste 221
Albuquerque, NM
505.998.7250
agentmarkkrueger.com

FARM BUREAU FINANCIAL SERVICES

Registered Representative/Securities & services offered through FBL Marketing Services, LLC, 5400 University Ave., West Des Moines, IA 50266, 877/860-2904, Member SIPC, Farm Bureau Property & Casualty Insurance Company, ** Western Agricultural Insurance Company, *** Farm Bureau Life Insurance Company **/West Des Moines, IA. *Affiliates. *Company providers of Farm Bureau Financial Services: PR-USA (12-25)

NIKKI

*Serve First.
Sales Will
Follow.*

BY ELIZABETH MCCABE
PHOTOS BY PONIC
PHOTOGRAPHY



DAUPHIN

Serves Her Clients With excellence

“I SEE SERVING THE COMMUNITY AS MY MINISTRY,” SAYS NIKKI DAUPHIN.

She’s been in real estate for 6 years and has helped countless individuals. You never know who you will encounter in real estate. You name it – she’s done it. Whether helping people get their family’s home sold after a funeral, or sitting with a family whose teenager was just diagnosed with cancer, or just helping first-time homebuyers, Nikki is up for any challenge.

She’s sat with a family in the hospital, sent them Grubhub gift cards, and been a source of comfort during life’s trying times. No family wants to hear the word “cancer.” But she was there when the bottom dropped out. That’s compassion at its finest.

“Real estate is all about relationships and service,” points out Nikki. “That’s something I really love.” Having so many children (Nikki has six!) has helped prepare her for the demands of real estate.

“It’s been really fulfilling for me to meet people in their most vulnerable moments,” she says. Where does she get her desire to serve? Her faith. “My mantra is that I work as unto the Lord,” says Nikki, referencing her favorite Bible verse, Colossians 3:23, “Whatever you do, work heartily, as for the Lord and not for men.” (ESV)

A woman of faith, Nikki has even been told by one of her clients, “This is really your ministry.” Nikki couldn’t agree more. “Real estate is how you minister to people and how you love people,” her client continued. Although real estate is how she pays the bills, the money doesn’t mean as much as meeting people’s needs.

“Real estate is a way to serve,” Nikki says. “I’m not a perfect person,” she laughs. “But I really strive to be excellent.” Whether





it's a multi-million dollar house or a vacant piece of land, it's all the same to her. Why? Real estate is about people, not properties. "The people who I get to serve are important," she says.

As she tells her children, it's important to try to use the gifts that we have been given. She aims to utilize her talent in such a way to honor and bless others. By putting people first, the sales naturally follow.

Nikki even put her husband first, helping him to get through his PhD debt-free by running a network marketing company before focusing on her next chapter in life. At his encouragement, she pursued her MBA, even though it seemed overwhelming at first. "Are you crazy?" she asked him initially. "How am I supposed to do that?" she remembers thinking. But it paid off. "I didn't realize how much an MBA would help me in real estate, but it really has," she says. She even took a class in project management, which is a huge part of any transaction. "All of it was helpful to build my business." Minus the fact that she had to write most of her papers at 4 a.m.

Mentoring Others

Over the past year, Nikki's business has evolved as she has started to mentor two brokers on her team. "I really love that because I am on the team as well," she smiles. Nikki is also mentored herself by a broker she respects a lot, who has been in the industry for 40+ years. "It's been fun and meaningful to pass on what I have learned to others," she says. Seeing them succeed and cheering them on has been nothing short of "awesome" for her.

"I care," she tells those she mentors. "I care about you and what's going on in your world. Call me when you need to talk or think through something." Mentoring has been very fulfilling.

Fueled by Family

When asked what drives her, Nikki answers without hesitation. "My family is what drives me; (it's about) them and serving my community." She gives back to her church, the community, and is excited to get her kids through college without debt while paying down her mortgage. One cause close to her heart is the American Dream. "My dad is a naturalized citizen," she shares. "I come from an immigrant family. We are very entrepreneurial and hard-working. My grandparents built their dream from nothing and always said, 'Why not you?' The American Dream is out there. Go get it," she urges others.

When not working, Nikki enjoys relaxing by cooking, baking, and simply savoring sweet moments with her children and husband.

Final Thoughts

Real estate fills Nikki's cup. She understands that she meets people at the most vulnerable times in their lives, good and bad. "They become very dear people to me and I stay in contact with a lot of clients regularly. They are precious to me," she shares.

From helping her husband earn his PhD to skyrocketing in real estate, Nikki has a career she never thought possible. It goes to show that when you serve others, sales naturally follow. ▀

“
Real estate is a
way to serve.”



THE RIGHT SOLUTIONS FOR YOU AND YOUR CLIENTS, **EVERY TIME.**

The Ross Murray Team, with **Ian Evans**, helping you and your clients navigate every step with confidence.



Spring Forward With **FinCEN Confidence**

A new online resource created with you in mind.

To support you as the new FinCEN reporting requirements take effect, we've created a centralized hub with guidance and resources designed to make compliance easier.

Save it, bookmark it, and come back anytime you need quick, reliable answers. Visit First American's FinCEN website

ALTERNATIVE MORTGAGE PROGRAMS

SERVICING HOMEOWNERS for **20 YEARS**

neighborhood **loans**

Your Neighborhood Lender

MULTILINGUAL

ENGLISH SPANISH
POLISH ALBANIAN

TEAM AVAILABILITY

7 DAYS A WEEK



Ross Murray | 480.205.1341
Divisional Manager | NMLS# 80919
rmurray@neighborhoodloans.com
CloseWithRoss.com



Ian Evans | 505.221.7777
Producing Branch Manager
NMLS# 779935
ievans@neighborhoodloans.com

2 HOUR
PRE-APPROVAL TARGET

OVER **800**
5 Star Reviews



Connect With Us Today!

Questions about FinCEN? Visit our website today!



Visit Website



Kylie Coffman
Sales Manager
505-967-7892
kycoffman@firstam.com



Bill Johnson
Marketing & Sales Executive
505-584-8298
williamjohnson@firstam.com



Briana Franchini
Marketing Executive
505-206-2476
bfranchini@firstam.com



First American Title

First American Title Insurance Company, and the operating divisions thereof, make no express or implied warranty respecting the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and firstam.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.

©2025 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF | 25D1D0390AD_NM_09

Neighborhood Loans, 1333 Butterfield Rd, Suite 600 Downers Grove, IL 60515. 1.800.207.8595. Neighborhood Loans is an Illinois, Wisconsin, and California Residential Mortgage Licensee. Neighborhood Loans is an approved FHA Lender. Not an agency of the federal government. All Loans are subject to credit approval. Programs, rates, terms, and conditions are subject to change without notice. Other restrictions may apply. Licensed by the California Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. License #41DBO-118971



STRATEGIC
INSURANCE GROUP

**FROM FIRST SHOWING TO CLOSING—
COVERAGE THAT NEVER MISSES A STEP.**

QUEENIE VEGA
FOR MORE INFORMATION
CONTACT ME AT
505.585.0227 EXT 707
QUEENIE@THESIGCO.COM

BENITO ORTIZ
FOR MORE INFORMATION
CONTACT ME AT
505.585.0227 EXT 700
BENITO@THESIGCO.COM



**DUCT
WORX**
AIR DUCT REPAIR & RESTORATION

Dust Bunnies Don't Stand a Chance.

START YOUR SPRING CLEANING NOW AND BREATHE CLEANER AIR BEFORE THE RUSH HITS.

Dust, debris, and buildup don't belong in your home. Get ahead of allergy season and warm-weather demand with professional duct cleaning now — before schedules fill up.

New Mexico's Only Licensed and Certified Air Duct Restoration Company

505.600.9374  Ductworxnm.com  Ductworx505@gmail.com

FULLY LICENSED, BONDED, & INSURED NMAR 6107 FORM COMPLIANT License #413839