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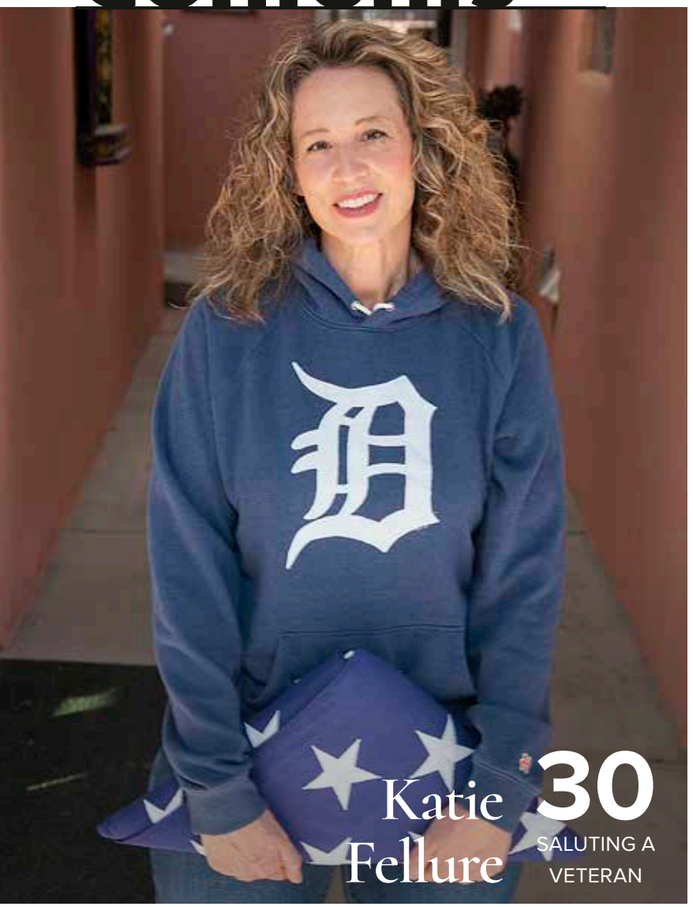
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Timothy Wray



Charity of Choice

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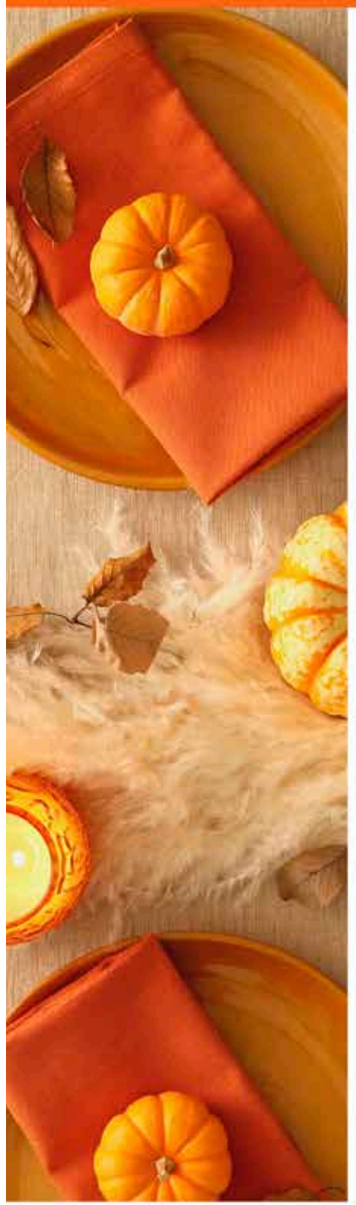
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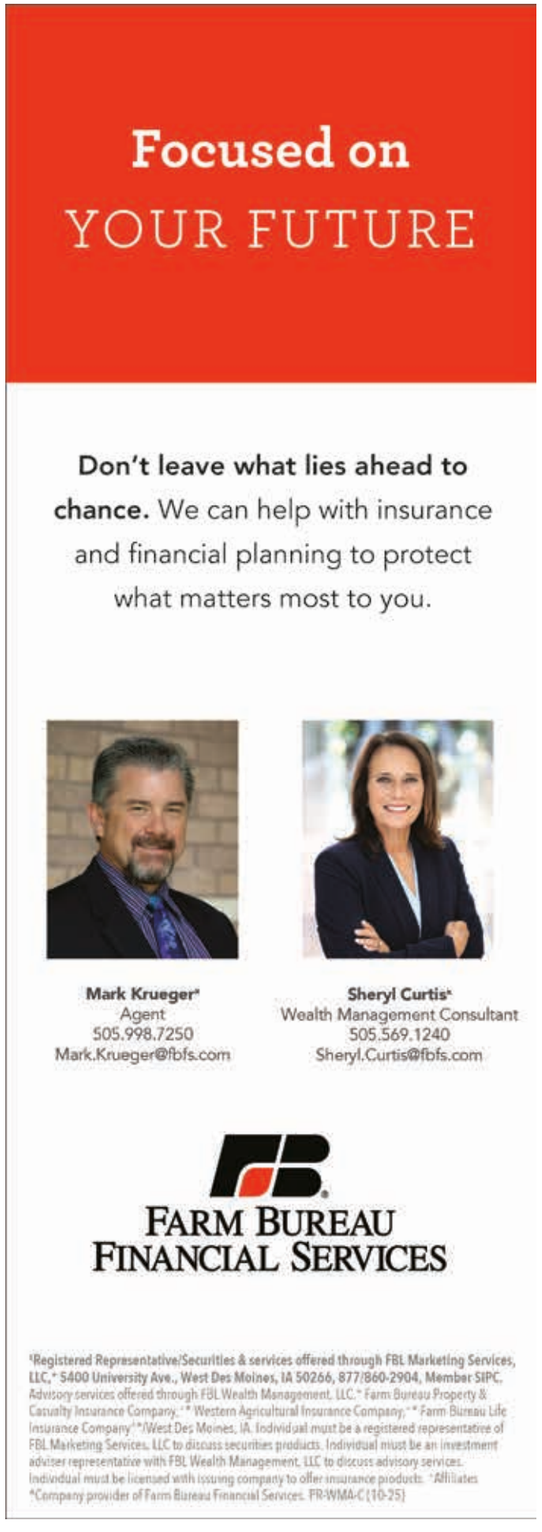
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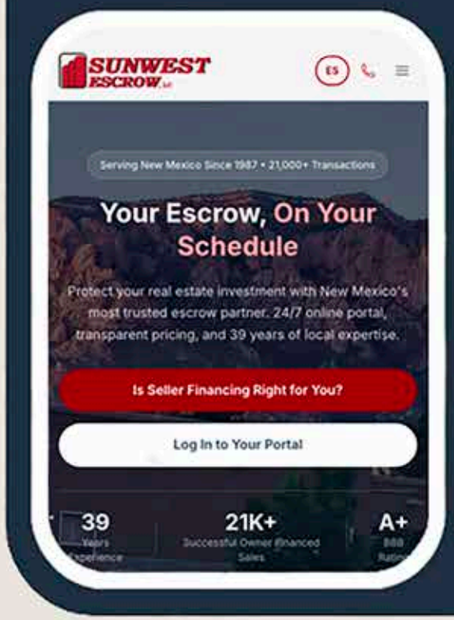
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Life is short. Sell homes. Meet with clients. Don't waste time slaving over paperwork or crunching the numbers. Leave it to the professionals. Timothy Wray of Right Wray Real Estate has been helping real estate professionals from contract to close, simplifying their business in the process.

Timothy WRAY

Right Wray Real Estate & Transaction Coordination

BY ELIZABETH MCCABE
PHOTOS BY PONIC PHOTOGRAPHY

A REALTOR® and Qualifying Broker himself, Timothy owns a transaction-management brokerage, where he excels as a transaction coordinator. "I'm in a support role to other top producers," says Timothy. His wife, Autumn, actually came up with the name of his brokerage, Right Wray Real Estate. Timothy has come to the rescue of countless agents.

Timothy gained years of experience working for a highly ranked team in New Mexico as one of their transaction managers.

"We worked on about 300 transactions a year," he recalls. "I got pretty proficient in contract to close." As one of the administrators to a team, he learned the ropes quickly. "I'm very grateful for the opportunity," he comments. "I was ready to take the jump and expand and grow the business. That's why I became a Qualifying Broker."

He opened Right Wray Real Estate in 2024.

Services Offered

At his brokerage, Timothy offers assistance from contract to close. As he says, "I consider myself full-time and full service." He excels at meeting deadlines, scheduling appointments, drafting documents, and managing paperwork.

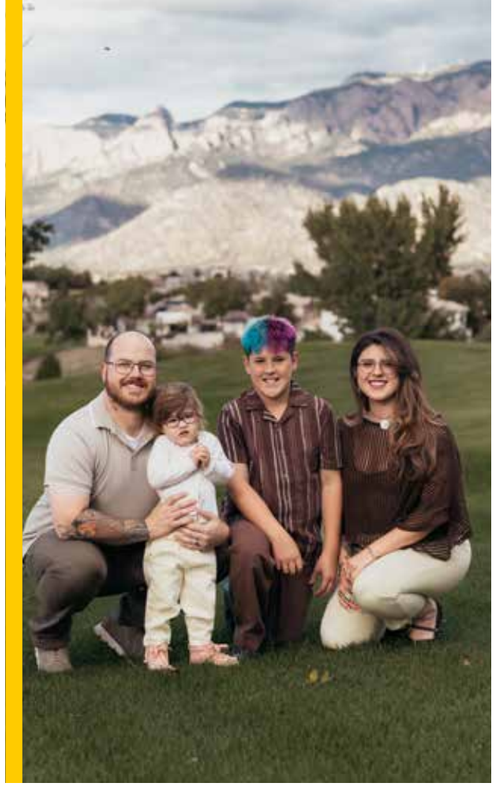
"Anything that needs to be done, I am able to do," he says. Over the years, he estimates he has done thousands of transactions. "I probably do about 400–500 a year."

While many people view real estate paperwork as daunting, Timothy thrives on the analytical, detail-oriented nature of the job. "I enjoy what I do," he smiles. "I love the process, the contracts, and the attention to detail."

Handling a high volume of transactions has only made Timothy more efficient. With strong systems and an experienced assistant in place, he has built his business to manage multiple files simultaneously with ease.

"I have the capacity to take on more brokers," he says. "I've built the support to handle the volume while still giving every file the attention it deserves."

His calm, cool, and collected approach serves as an anchor when deals get chaotic. "Every transaction is different and you always see something new. You have to adapt. I'm very laid-back and methodical. Everything will work itself out if you do what needs to be done to get to the closing table."



Raised in Real Estate

Timothy, who grew up in Albuquerque, never left. Raised by a single mother who was a teacher, Timothy spent a lot of time with his two wonderful grandparents.

"They were in the real estate business," he says. "I grew up going to inspections and open houses with my grandmother. I knew I wanted to do something in the real estate world. I'm kind of the third generation." His grandfather started in commercial real estate over 50 years ago and his grandmother has been in residential real estate for almost as long. Even his aunt and uncle are in real estate.

Growing up, Timothy didn't realize he was learning all about real estate. "I would just run around and see different houses. I would have my crossword puzzles or workbook for the day and snacks. So I was good," he says.

Although Timothy did think about being a police officer, a crime scene investigator, or an astronaut as a child, he knew he wanted to go into real estate after graduation.

"I had an opportunity to start in real estate. I took that and ran with it."

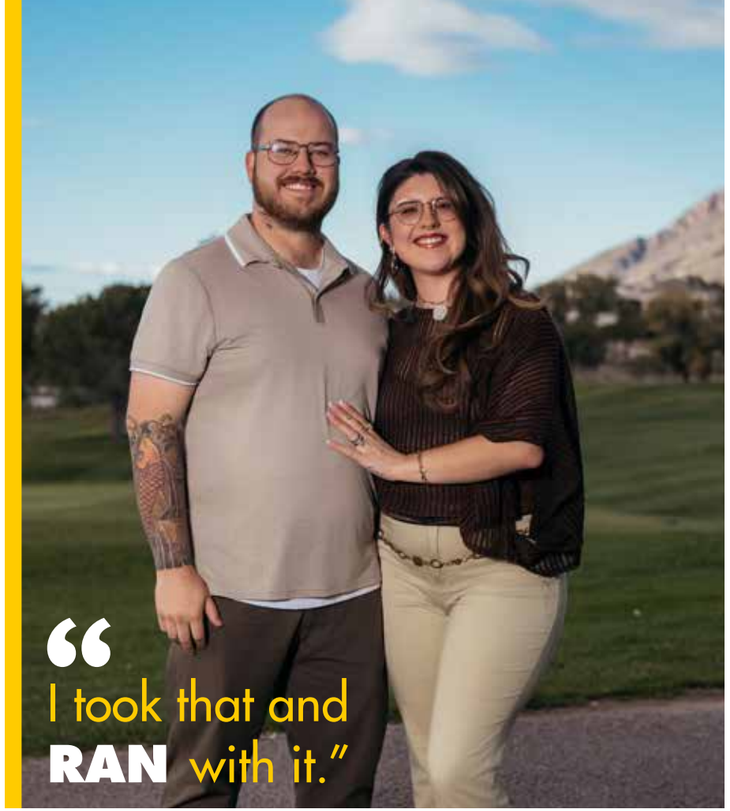
Striking a Balance

"Success is not a dollar amount, but the amount of time spent with family. I work hard to reap the benefits and have a life outside of work. That was the hardest part for me to figure out," he laughs.

Timothy's goal is simple: to be the best father, husband and provider he can be. He wants to live life to the fullest and be content. Putting family first is what it's all about for him.

He and Autumn have been together for almost 10 years.

Their son, Derek, was born while they were still in high school. "We had him young, but we made it work," says Timothy. Becoming a father so young propelled him to start his career. Today, Derek, 10, is obsessed with soccer. He also loves school, makes the grades, and reads everything he can.



Their daughter, Magnolia, turned three in October. “She’s a little firecracker. She’s hilarious, sharp, and keeps us on our toes.”

To relax, Timothy and his family love playing golf. They are members at Tanoan. “We play couples’ golf,” says Timothy. He’s also part of the TMGA (Tanoan Men’s Golf Association) and participates in different real estate tournaments.

“Whether it’s a good round or a bad round, at least it’s a change of scenery,” he says.

Final Thoughts
Life is too short to be drowning in paperwork. Get back to building and growing your business today!

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* Elizabeth Valdez: Horses for Healing

* Adam Trujillo: Domestic Violence Resource Center

* Johnny Nuanes: Eastdale Little League

* Dr. Sanjay Kholwadwala: United Way

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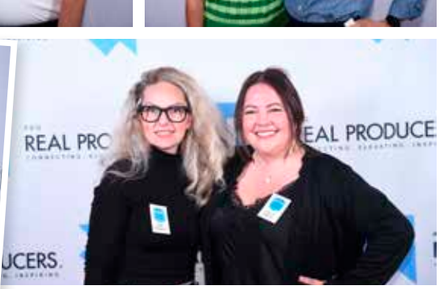
































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ALEX NUNEZ

Dream Big. Work for the Win.

BY ELIZABETH MCCABE
PHOTOS BY PONIC PHOTOGRAPHY

ALEX NUNEZ never thought he would be a real estate professional. "When I was younger, I was going to be an FBI agent," he says.

Now Alex is doing a different kind of investigation: figuring out what his clients want and helping them get what they need. "I'm good at it," he smiles. "I'm good at building face-to-face relationships and building people's trust."

Born and raised in Albuquerque, Alex actually went into optometry and worked as an office manager for optometry clinics throughout the city for eight years. That's where he discovered his gift for sales.

"I would get recognized for upsells in the eyeglass world," he shares. Alex gave people purchasing glasses the right recommendations. "That played a part in real estate." Listening to clients came naturally to him. "Real estate is the same—you look for and provide recommendations for what is best for families."

That doesn't mean it's always easy.

"Real estate isn't as easy as it looks," he laughs. Alex has faced challenges. Starting as a solo agent with David Roybal and Associates, he has helped countless clients.

"People don't understand the number of tough conversations you have with clients. It's not like Selling Sunset by any means."

Divorces and deaths happen. Foreclosures occur. People go through problems and pitfalls in life.

"It's not as pretty as it looks," says Alex. Guess what? Those difficult moments don't always appear in an Instagram reel.



Soaring in Real Estate

Three years ago, Alex started his own team, the A&A Real Estate Group, operating through Keller Williams Realty. "I've always been at Keller Williams," he notes. As for the name of his business, it goes with his full name, Alexis Adrian. "That's where the A&A came from. It also tied in with my other business, A&A Cleaning." An entrepreneur at heart, he also co-owns A&A Cleaning, a business that has operated for more than 10 years. "We wanted to keep the marketing similar," he explains.

Working in real estate enabled Alex to "take on the hard tasks." He enjoys being a leader and currently leads a four-person real estate team.

Alex wants A&A Real Estate Group to remain one of New Mexico's strong bilingual teams. He also prides himself on his professionalism with a personal touch. He's confident and always puts his clients first. To Alex, it's about serving others.



“People can trust me with their important decisions in real estate,” he says. With his trusted track record, he knows how to move transactions to the closing table.

A Competitive Drive

What makes Alex successful? It might go back to his competitive drive, forged in his youth. Alex started playing golf at an early age. His father worked for Los Altos Golf Course.

“We would go during summer vacation and practice, play, and spend time there. I like winning,” he says. He learned to win in the game of golf as well as other sports. Soccer became his main sport throughout high school. Again, he loved to win. That competitive drive and love of winning followed him into real estate.

Now Alex likes to win for his clients.

Family + Fun

Family comes first to Alex.

“I’ve been married to my wife Eva since 2017,” he says. They’ve been together since 2009. “I think we have created a relationship where we motivate each other,” says Alex. Eva enjoys working for Intel as a computer engineer.

When Alex isn’t working, he likes to work on his golf game. “I want to become a scratch golfer with a zero handicap,” he says. Currently, his handicap is eight. Reaching zero will mean playing better and scoring better.

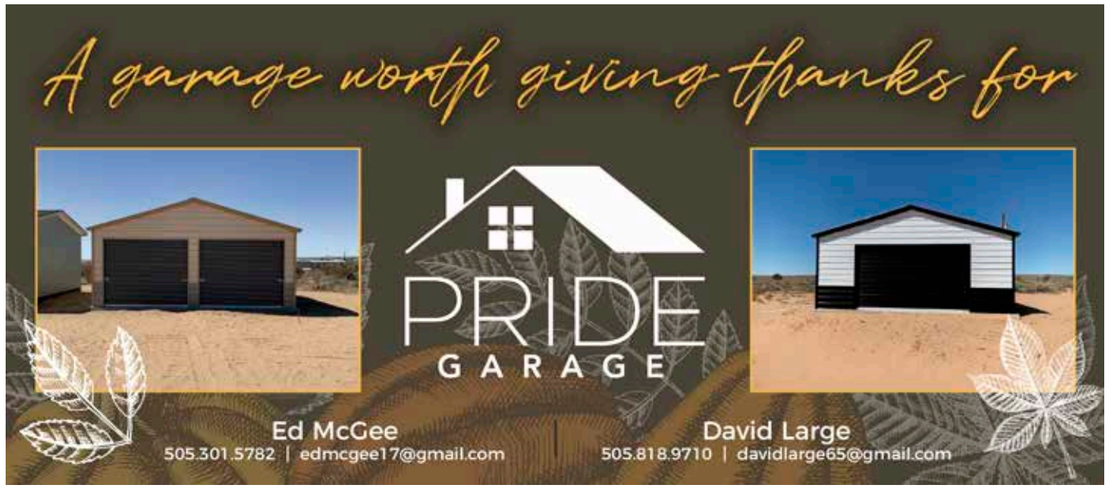
Other pastimes?
Owning racehorses.

“It’s a very expensive hobby,” he says. “When the season is here, I am literally driving to the racetrack or headed to the office or vice versa. I make sure the horses are ready to go so they can compete.” Watching the horses at the starting gate about to take off is a pure adrenaline rush.

Alex knows how to work hard and play hard. He gives his clients his all, helps them however he can, and keeps working through tough conversations until they have a plan to move forward.

There’s plenty ahead for Alex: growing two businesses, chasing a lower golf score and becoming a dad. But helping clients will always come back to something he learned long before real estate: listen closely, earn their trust, and recommend what truly fits their needs. That’s a win worth working for.









BY ELIZABETH MCCABE
PHOTOS BY LIZ LOPEZ PHOTOGRAPHY

Katie Fellure

Leading With *empathy*

"You have to listen," says Katie Fellure when connecting with clients. "I just let them talk. People want to be heard. It's not about me; it's about them."

Afterward, she asks questions and offers suggestions. "People need leadership and I believe I provide that."

A veteran who served our country, Katie knows how to lead through transitions. She enlisted in the Army Reserves at 18 and, after college, served six years on active duty as an Ordnance Officer. She has also transitioned many times herself, moving 12 times with the military, including two overseas moves to South Korea and Germany, not to mention being a military spouse.

"My late husband was deployed to Saudi Arabia and we got orders to move. I got our two children, Jack and Sophia, who were in elementary school at the time, and our dog, cat, and fish, and I moved across the country with them."

Now, when she speaks to military families moving cross-country or overseas, she understands their concerns. "It's scary and there are a lot of unknowns. I can work with them because I've been there. I know how overwhelming it is."

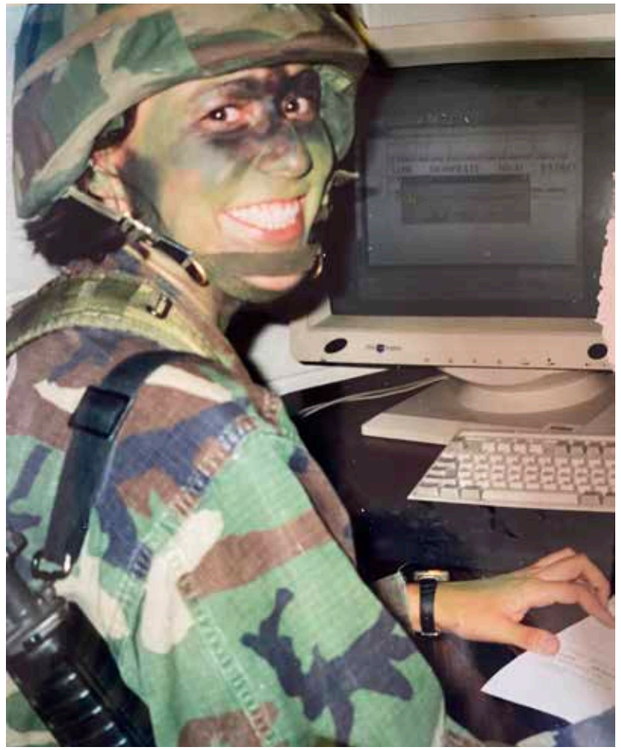
Katie's empathy speaks volumes to her clients.

"How would I feel if it were me?" she asks herself. "I want to be treated with empathy, compassion, and respect. I treat my clients like that." When clients are upset, she listens. "I just let them get it out. I am a good sounding board and we work on solving the problem together."

Katie also works on being the best she can be.

"Whether a $200,000 house or a $1 million house, we give clients the concierge treatment. Everyone gets the best service," she shares. She's also eager to improve. "I always ask the question, 'How can I do better?'" She calls it the After Action Review, inspired by her days in the military.

"PEOPLE WANT TO BE HEARD. It's not about me; it's about them."



1998 Aberdeen Proving Ground, Maryland



A Talented Team
When it comes to rising in real estate, Katie looks up to John Woods, her mentor.

"He was an awesome team leader," she shares. "He let me follow him around and I learned a lot." After three years, she was ready to go out on her own. That's when she started Katie & The Team.

Katie feels fortunate to work with her transaction coordinator, Jennifer Swinehart, who has been with her for two years. She is also grateful for Heidi Kamei, another real estate agent, who fills in whenever she can.

Another important part of the team? All of her vendors. "Lenders, roofers, and contractors are all a part of my team," points out Katie. Even plumbers have her back. "We work in sync to help the clients. It's not about us; it's about the clients."

Road to Real Estate
Growing up in the suburbs of Detroit, Michigan, real estate couldn't have been further from Katie's mind. At 18, she enlisted in the Army Reserves.

After graduating from Texas Tech University in Lubbock with a degree in general studies and a minor in military science, she served six years on active duty as an Ordnance Officer.

In 2021, Katie earned her real estate license. Through her military experience, she learned to be the "calm in the storm." As she says, "It's a very emotional process for people to buy and sell homes."

The death of her husband, Mike, nearly eight years ago changed the trajectory of Katie's life.

> **I always ask the question, 'HOW CAN I DO BETTER?'"**



2002 Camp Casey, South Korea

"He was an amazing human," she shares. Katie was his caregiver as he fought esophageal cancer. She knows what it's like to encounter life's challenges and to rise above crises. Now she helps others, serving on the board of the Gold Star Spouses of America.

Moving to Albuquerque
"After Mike died, I decided it was best to move to Albuquerque because I have family support," says Katie. All of her aunts and uncles live here. Today, Katie lives in her grandparents' former house.

"I randomly bought the house that was out of the family for 20 years. It was for sale. I bought it and renovated it." It's the same home that her father grew up in with nine siblings.

"They lived in it for 40 years and my parents had their wedding reception in the backyard," says Katie.

Family is important to Katie, the mother of two children, Jack (22) and Sophia (20). "They're doing great." She also has a partner, Marius, who is from Germany. They travel to Europe as often as they can.

"Marius introduced me to hot air ballooning," she smiles. She's part of the Chubby Kid Chase Crew for Mr. Sprinkles.

Other pastimes? Baseball.

"We go to a Major League Baseball game every year," she says. "Baseball was my late husband's favorite thing. It was a tribute to him that I visit one every year." Currently, she's been to 12 of the 30 MLB stadiums and is almost halfway there!

Final Thoughts
"You never know what people are going through," says Katie, who leads with empathy. "You have to give everyone some grace." That's exactly what she does as a real estate professional, putting clients first, excelling in service, and making the world a brighter place in the process.

> **You have to give everyone some GRACE."**







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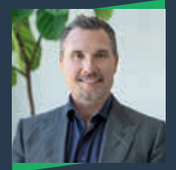
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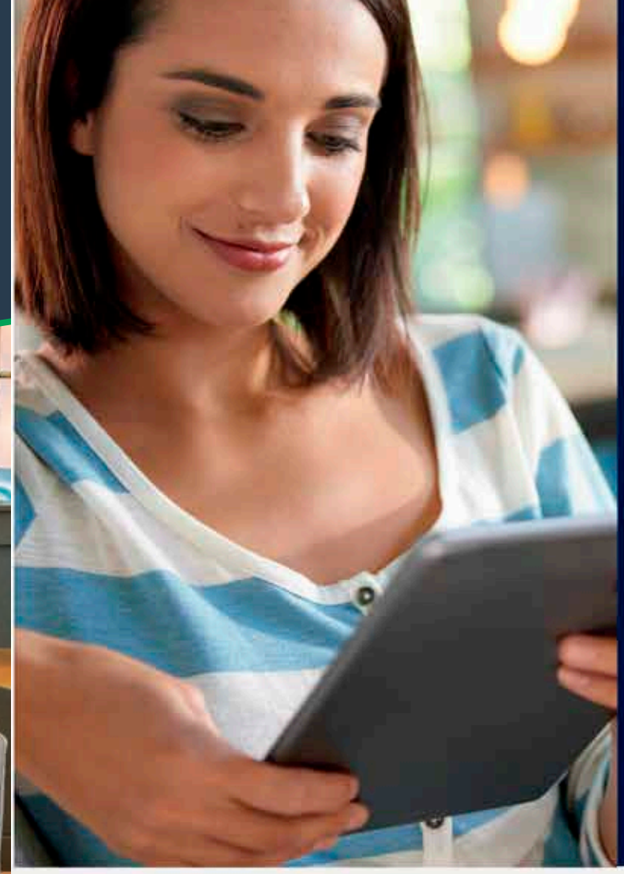
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