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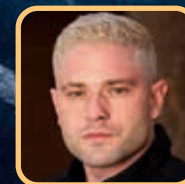
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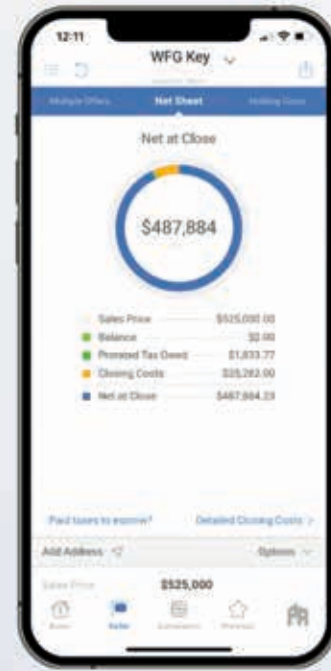
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20 Dog Days of Summer

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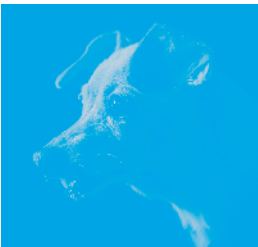
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Dog Days

OF SUMMER



One of my favorite things about *Real Producers* is the opportunity to learn about the people behind the business.

This month, we invited top-producing real estate agents to introduce us to the dogs who share their homes, offices, road trips, walks, Zoom calls, and daily lives. The response was overwhelming, in the best possible way.

As we planned this issue, I expected plenty of adorable photos and cute stories. We certainly received those. I loved getting to know the loyal companions who tag along to work, welcome clients with wagging tails, and make every adventure a little more fun.

What I treasure most, however, are the lessons.

Many of the professionals in the pages that follow shared things they've learned from their dogs, such as:

- “Not to take everything so seriously. Sometimes all you really need is a good snack and a nap, and everything is right as rain!”
- “Sometimes the happiest moments come from simply slowing down and enjoying life as it comes.”
- “To pay attention to the little things in life.”
- “They remind me that success isn’t measured only by what we accomplish, but by how we make people feel.”
- “As amazing as business is, it’s extremely important to balance our work life and play life!”
- “I have learned what it is like to love and be loved unconditionally.”
- “Our dogs are our daily reminder to have fun, stay curious, and appreciate the simple things.”
- “Presence matters more than pace.”
- “To always be in a good mood, no matter what.”
- “Slow down, breathe, and tackle every challenge with a positive attitude.”

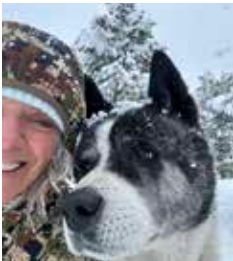


In an industry that often moves at a relentless pace, those reminders are powerful.

Dogs have a unique way of bringing people together. They don’t care about production numbers, titles, awards, or transactions. They greet us with the same enthusiasm on our best days and our hardest ones. They remind us to celebrate the small moments, extend grace, and lead with love.

I hope this special Dog Days of Summer issue makes you smile, chuckle, and maybe even reach down to scratch a furry friend behind the ears. Most of all, I hope it reminds you that some of life’s greatest teachers walk beside us on four legs. For those who have lost a beloved pet, our hearts are with you. The love, loyalty, and memories they leave behind become part of us forever.

Enjoy the issue.



ML Rauch
(and Kodi)
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Meet Lauren Sandoval

BY ELIZABETH MCCABE
PHOTOS BY PONIC PHOTOGRAPHY

Building More Than Mortgages: She's Creating Opportunities for Families!

Growing up in Albuquerque, Lauren learned early what determination—and homeownership—could represent for a family.

“My mom raised the three of us on her own, and she worked incredibly hard to give us a good life. I watched her work toward the goal of buying a home while raising three kids and carrying all of the responsibilities that came with being a single parent. When she finally bought our house, I remember how proud she was of what she had accomplished. We were proud of her too.”

Looking back, Lauren realizes the lesson went beyond homeownership. “What stayed with me was my mom’s tenacity. She set a goal for herself and our family, worked incredibly hard for

it, and made it happen. I think watching her taught me very early what it means to keep going after something that matters to you.”

Lauren never pictured herself working in mortgages. “I always knew I wanted to do work that made a difference, particularly in underserved communities,” she says. She studied sociology and psychology at the University of New Mexico and later earned her Master of Business Administration.

That passion led her to spend the beginning of her career working with





“We genuinely believe housing matters for every family, regardless of what that family looks like, where they come from, or what their path to homeownership may be.”

sports game we can catch next or when we can squeeze in another Disney trip. And of course, our dogs are a huge part of our family too.”

Lauren has spent years intentionally building a business that integrates into her life rather than constantly competing with it.

“Balance doesn’t have to mean keeping everything separate. There are times when one requires more of me than the other, but I’ve worked hard to build a life where I can be present for the people and moments that matter while still doing work I genuinely care about.”

Creating Access

At the heart of Lauren’s team is a shared belief that every family deserves access to safe, stable housing and the opportunity to pursue homeownership.

“We genuinely believe housing matters for every family, regardless of what that family looks like, where they come from, or what their path to homeownership may be. We go to great lengths to make sure people have access to the knowledge, resources, and options available to them. Sometimes that means helping someone buy a home today, and sometimes it means helping them build a plan to get there in the future.”

For Lauren and her team, success isn’t measured only by the loans they close, but by whether the people they serve feel respected, educated, and supported.

“We want every family who comes to us to understand their options and know they have a team willing to advocate for them. That belief is at the center of who we are and how we choose to serve our communities.”

Lauren Sandoval, MBA
Producing Branch Manager
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multiple nonprofit organizations. “I cared deeply about serving communities that didn’t always have the same access to resources and opportunities. I really believed that was where I would build my career.”

In 2017, an unexpected opportunity brought Lauren into mortgage lending. She had a six-month-old daughter and was moving from the nonprofit world into a role where she would be responsible for building a business and generating her own income.

“I remember talking it through with my husband, and he simply told me, ‘Bet on yourself.’ So I did.”

Nearly a decade later, Lauren is a nationally ranked mortgage originator and has opened Cornerstone Home Lending’s first mortgage branch in Albuquerque alongside a team that shares her commitment to families and community.

“Opening our Albuquerque branch felt like another version of that same decision. I was betting on myself again—but more importantly, I was betting on my team, our community, and what I knew we could build together.”

Lauren also discovered that entering mortgage lending didn’t mean leaving purpose-driven work behind.

“I realized this could be about so much more than mortgages. It could be about education, advocacy, and making sure families—especially those who have historically had less access to homeownership—understand their options and have someone willing to help them navigate the process.”

Life Lessons

Over the years, Lauren’s definition of success has evolved beyond production and professional milestones.

“Some of the best things I’ve built have come from surrounding myself with really good people, trusting their strengths, and realizing success is so much more meaningful when you get to share it with others.”

Her career has also taught her to value the difficult seasons. “There have been incredible highs and really hard seasons, and both have shaped me. I’ve learned to keep showing up, stay open to growth, and trust that sometimes the things that challenge you most are also the things that push you toward what’s next.”

Family Matters

When Lauren is not working, family and friends are at the center of her life. Her husband and daughter are her world.

“We love to travel, spend time with our friends and family, and experience new things together. We’re pretty much always figuring out which professional

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REAL ESTATE LENDER

PRESIDENT'S ADDRESS SWMLS

BY TERI HATCHER

There is a lot happening at SWMLS right now, some of it visible to subscribers and quite a bit happening behind the scenes.

We're continuing to move forward with technology while paying attention to how changes impact members day to day. We've added tools like Property Shield and RentSpree. ARDI, a new AI integration, is coming soon to provide another way for members to get answers through our website and phone system.

We're also working to improve something much more basic: how quickly you can get help when you need it. Our MLS support staff had been fielding a large number of calls intended for other GAAR departments, putting a real strain on callback times. The phone tree has now been reorganized to better direct those calls, allowing our MLS team to focus on MLS questions and improve response times.

You may have also noticed increased compliance notifications. New systems are identifying issues that previously may have gone unnoticed. Sometimes staff simply need to be made aware of something; other times it's a

minor issue that can be quickly corrected. More significant or unresolved violations can result in fines. The goal isn't more fines—it's accurate data and a fair, cooperative marketplace. We know increased enforcement can be frustrating, and we're paying attention to how the process is working for subscribers.

A lot of this work happens because members volunteer their time. Our Statistics, Compliance and Policy Committees spend countless hours reviewing data, discussing issues and helping shape decisions that affect all of us. I truly value the time and perspective they bring to SWMLS.

Nationally, MLSs are facing questions about access, membership, private listings and what the MLS of the future looks like. We're having those conversations here, too. Our Strategic Roadmap will guide us over the next two years while giving us room to adjust as our industry changes.

At the end of the day, I'm not just the SWMLS President. I'm a producing broker using the same systems, navigating the same changes and occasionally sharing the same frustrations. I'm a volunteer who wants to leave things a little better than I found them. I'm part of the membership I represent, and I think that matters.

And when I'm done trying to solve MLS problems for the day, I go home to the three dogs in this photo—who remain completely unimpressed by my title.

Teri Hatcher
REALTOR | Qualifying Broker | Owner
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L A Baby & Amalfi

JIM SHIVE
Keller Williams Realty

BY ELIZABETH MCCABE

Unconditional Love
My two dogs have taught me all about unconditional love. L A Baby is my 10-year-old Maltese (pictured on the left) and Amalfi is my 7-year-old Maltese (pictured on the right).

The Highest-Paid Employees
These two dogs excel in real estate. They’re responsible for all the marketing, putting up signs, and installing lockboxes. Since they are members of the family, they have their own healthcare and their own 401(k). They get six weeks’ vacation and two meals a day. They ask for nothing in return.



King Charles

ALICIA M MESSENGER
Coldwell Banker Legacy

BY ELIZABETH MCCABE

Always Along for the Ride
My Cavalier King Charles is my constant companion. Whether I’m heading to a showing, meeting with clients, or simply running errands, you’ll usually find my four-legged sidekick riding along in the car. Every drive is better with a loyal companion by your side.

A Daily Reminder
Caring for my dog has reinforced the importance of taking care of everything. My Cavalier has made each day a little brighter through constant companionship and unconditional love.

Opal

TARA DIAZ
eXp Realty

BY ELIZABETH MCCABE

Terrific Twos
Opal, my Great Dane, was born on February 13, 2024. As a 2-year-old Great Dane, she is a little smaller than your average Great Dane, but she is absolutely lovable with 95 pounds of puppy energy in a body that takes up the entire office. She has become part of my brand without me planning it. Clients remember the “agent with the giant dog,” and she has a way of breaking the ice with even the most reserved buyers.

A Faithful Four-Legged Friend
As I split my time between Albuquerque and San Diego, Opal keeps me grounded in a routine no matter which market I’m in. In a business built on hustle, she reminds me daily that presence matters more than pace. People trust you when you slow down enough to actually connect, and Opal taught me that. She also taught me all about love and patience.



In the office, Opal considers herself an essential participant in every Zoom meeting. She also considers herself the office manager and never misses a chance to ride shotgun.

Bella

ALEX NUNEZ
Keller Williams Realty

BY ELIZABETH MCCABE

Full of Joy
Bella, my 10-month-old Maltese, has a zest for life. She’s very playful, full of energy, and always happy. She brings us so much joy. No matter how hard or stressful your day has been, she greets you at the door with a wagging tail, ready for kisses. Bella has taught me to pay attention to the little things in life.

My Favorite Co-Pilot
Bella also loves to ride shotgun, making her the perfect companion whether I’m running errands or heading to appointments. She has made life a lot sweeter, and I am incredibly grateful for my four-legged friend.



Lily, Sammy & Arrow

SEAN & SHAY KESANI
Coldwell Banker Legacy

BY ELIZABETH MCCABE

Three Very Different Personalities

Our home wouldn't be the same without our three dogs. Lily, our rescue Shepherd-Cattle Dog mix, is spunky, sweet, and incredibly well-behaved. Sammy, our Mini Dachshund, is cute, crazy, and just a little bit naughty. Then there's Arrow, our rescue Spaniel mix, who is wonderfully silly, stoic, and simply the best boy.

Always Part of the Team

These three furry friends make appearances on Zoom calls, ride along on errands, and are always there to celebrate the wins and comfort us through the stressful days. They remind us not to take life too seriously and that a little excitement, loyalty, and a warm welcome can go a long way, both personally and professionally.

Our dogs have taught us the importance of being present, patient, and putting relationships first. They don't care about sales, deadlines, or busy schedules. They simply show up with loyalty, consistency, and unconditional love every day. That's a pretty good reminder in both life and real estate that people will always remember how you made them feel.

Have Fun

Life and real estate can both get pretty busy, and our dogs are our daily reminder to have fun, stay curious, and appreciate the simple things, like a walk around the neighborhood, a new adventure, or a car ride with the windows down.



Sully

SKIP ADAMS
#SoldBySkip

BY ELIZABETH MCCABE

The Welcoming Committee

Sully, my Yorkshire Terrier, takes his role as head of the welcoming committee very seriously. Whether it's greeting Amazon drivers at the front door or curling up in my lap during Zoom calls, he loves being wherever the action is.

Office Assistant

At work, Sully is an expert in transaction management and the finer points of residential contracts (or at least he likes to think so!). He keeps me company throughout the day and is always nearby, making every workday a little more enjoyable.

Full of Personality

Sully loves treats and has mastered several show-stopping tricks, including rolling over, speaking, and playing dead. He's also



a bit of a "sniper" with his tongue and can hit your face and nostrils with a kiss at any time. Additionally, he's taught me the importance of brushing and flossing. He's had 16 teeth removed.

Rosie

BY ELIZABETH MCCABE

NATALIE AMERSHEK
La Puerta Real Estate

Take Time to Have Fun

Rosie, my 2-year-old Australian Shepherd, is spunky. She always reminds me to take time to have fun. She helps me with marketing and classes, and she hangs out with me when I'm working from home.

My Birthday Twin

Rosie is my birthday twin! From the day we brought her home, she's been the sweetest, smartest, and most loyal dog we could've asked for. She doesn't care where we're going; she's just happy to be along for the ride. Whether it's family adventures, playing with the kids, or simply hanging out, she's always by our side.

Super Fast

Fun fact: Australian Shepherds are bred to work, and Rosie proves it every day. My husband clocked her running right alongside our son's e-bike at an incredible 26 mph! Holy cow!



This dog is FAST. And true to her breed, she's always keeping an eye on the kids, making sure her "kids" stay together. She has the biggest heart, endless energy, and brings so much joy to our family every single day. We truly couldn't ask for a better dog.



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Bluey, Aspen & Oreo

RACQUEL GURULE
LPT Realty

BY ELIZABETH MCCABE



Three Unique Personalities

Life wouldn’t be the same without Bluey, my Blue Weimaraner; Aspen, my Grey Weimaraner; or Oreo, my mutt. All three dogs have distinctive personalities. Bluey is full of energy, Aspen is more laid-back, and Oreo is as cuddly as can be.

Adventure Partners

One thing they all have in common is their love of getting outside. They make sure we all get our steps in by joining me for runs, giving us the perfect excuse to enjoy some fresh air and exercise together.

Better Together

The trio also makes regular appearances during my Zoom meetings, keeping me company throughout the workday. More importantly, they’ve made me a better person by teaching me patience.

Ash & Ruby

BELINDA FRANCO
The Hive Real Estate Collective

BY ELIZABETH MCCABE

Work-from-Home Buddies

My dogs are the best coworkers a girl could ever have. Ash is a Husky, Pittie, Staffy, and Chihuahua, while Ruby is a Staffy, Pittie, German Shepherd, and Great Pyrenees. They especially enjoy the days when I work from home.

My Road Dogs

Ash and Ruby also love riding in the car. They are my road dogs! Ash used to accompany me to work regularly, and now, with Ruby, the two spend their days playing hard, napping hard, and doing it all over again. They’re my greatest source of joy and stress relief.

Life Lessons

My dogs have taught me not to take everything so seriously. Sometimes all you really need is a good snack and a nap, and everything is right as rain!



Giovanna (GiGi)

CASSANDRA MORRISON
REAL Broker LLC

BY ELIZABETH MCCABE

A Spoiled Rotten Princess

I have an 11-year-old Italian Greyhound named Giovanna, more affectionately known as “GiGi.” She is as spoiled as they come, which is why I call her my “Spoiled Rotten Princess.” She is the love of all humans.

She is my sidekick in my home office. She attends Zoom meetings either on camera or through her barking in the background when she wants to play or eat. She sits next to me to keep me company and lets me know she is there to support me.

Love Without Limits

She has taught me patience (since I don’t have any two-legged human kiddos). I

have learned what it is like to love and be loved unconditionally. She is the perfect judge of character. She is able to read people like no other I have ever seen. With her constant companionship, GiGi has been there with me through extremely tough times (the loss of my mother and brother). She also cuddles with me in sad times and digs me out of dark times.

Spreading Happiness

GiGi also does philanthropic work, going on field trips with her dog sitter every Tuesday in late morning and early afternoon for Meals on Wheels. He picks her up and takes GiGi along to give elderly people a big smile while their meals are delivered. They love petting



her and she likes making them smile. When she comes home, she is so happy and energetic. GiGi looks forward to visiting seniors every Tuesday.



Bandit

AMY GARCIA
Keller Williams Realty

BY ELIZABETH MCCABE

My Best Buddy

My dog, Bandit, has taught me about patience. Life moves fast, and he has taught me to slow down.

This 7-year-old Husky is so loving and really enjoys my client events. He’s laid-back, very kind, and is everyone’s best friend. I like to call him a “chill guy.”

Always By My Side

When I’m at work, Bandit loves coming to my office and hanging out when I’m making calls. He’s a faithful four-legged friend, and I love his companionship. It’s simple: Work is better with Bandit.

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Java

BY ELIZABETH MCCABE

MARIO MONTOYA
Casa Montoya Realty



Adventures Galore

My little fur baby is Java. She’s a 1-year-old chocolate Labradoodle and loves adventures! There is rarely a place that she doesn’t go with me. Expect to find my furry friend camping, hiking, boating, and kayaking. She loves all

forms of water, from lakes to pools! She’s an amazing part of our family, and I love having her in my life.

Perfect Road Trip Partner

Java loves sitting in on Zoom calls and meetings in general. When I take listings

spanning from Taos to Las Cruces, she is the perfect road trip partner. I keep a rooftop tent on my truck, and we usually make a camping trip of it when we go on out-of-town appointments.

She is also an incredible closer, as clients who meet her are automatically drawn to her and want to work with her beyond the initial appointment! She’s a major piece of the Casa Montoya Realty family. Currently, I’m training her to be my service animal once she’s old enough.

Striking a Balance

My pup has taught me that as amazing as business is, it’s extremely important to balance work and play! When I have long showing days, she reminds me that we need to pull over, run around, and stretch our legs from time to time.

I love selling properties in our amazing city, but I also love selling our community and outdoor spaces! Having Java forces me to explore parks, walking paths, outdoor spaces, and the picturesque nature spots around our beautiful state. She’s also the reason I’ve discovered which places are pet-friendly (which also plays an important role in assisting our clients who have fur babies). All in all, she makes me a better person all-around, and I love her for that.

Simply Amazing

Java is one amazing pup! She is loving, friendly, always the center of attention, and generous with kisses. She’s smart, attentive, and has one of the best smiles a dog can have (due to her braces when she was a baby). Java has touched countless families simply by being part of so many showings. She’s the best fur baby a guy could ask for.

Oliver & Theodore

STEVEY RAY GURULE
Realty One of New Mexico

BY ELIZABETH MCCABE

Family Ties

I’ve got two dogs. Oliver is 11, and Theodore is 2. These two Yorkshire Terriers are more than best friends; they’re biological uncle and nephew! Theodore came from the litter of Oliver’s brother, making them family through and through.

Oliver is the wise, protective gentleman of the pair. He’s obedient, cautious, and always looking out for his little nephew. Theodore, on the other hand, is full of puppy energy! He’s rambunctious, playful, curious, and never misses a chance to have fun. They may have completely different personalities, but together they’re the perfect duo and keep us smiling every day.

My Favorite Coworkers

When they’re not playing, you’ll usually find them napping in my office or making sure they stay up to date on everything happening while I’m on Zoom calls or talking with clients on the phone. They take their roles as my office assistants very seriously!



Finnegan & Fiona

CAROL BOULOY
Coldwell Banker Legacy

BY ELIZABETH MCCABE

Double the Fun

Two dogs are better than one! I’ve got two precious pets: Finnegan and Fiona. Finnegan is a 5-year-old Scottish Terrier, and Fiona is a 3-year-old mutt who is as sweet as can be. They make me laugh every day and provide lots of emotional support.

Life’s Best Teachers

Finnegan and Fiona have also taught me some important life lessons, including to just go with the flow. Thanks to them, I’ve learned that sometimes the happiest moments come from simply slowing down and enjoying life as it comes.



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Chief & Ozzie

BY ELIZABETH MCCABE

MELLA MORRISON
Red Apple Realty

Two Very Different Personalities

Chief (4) and Ozzie (8) are both Golden Retrievers, but their personalities couldn't be more different. And honestly, that's what makes them such a perfect pair.

Chief is our lovable goofball and resident comedian. He approaches just about everything with enthusiasm. He loves people, attention, and any opportunity to make someone smile. His happy personality, wagging tail, and sometimes silly antics bring a lot of laughter and energy into our lives.

Ozzie is the calm spirit of our household. He is steady, gentle, and content simply being near us. At the end of a busy day, Ozzie is the one who reminds me to slow down, settle in, and appreciate being home.

Between the two of them, we have the perfect balance: Chief brings the fun, and Ozzie brings the calm.



The Canine Relations Division

Chief and Ozzie also make up the unofficial Canine Relations Division at Red Apple Realty. Their job description is pretty simple: keep spirits high, provide unconditional support, and make sure there is never a shortage of Golden Retriever hair or tennis balls. Chief is clearly in charge of entertainment and public relations, while Ozzie handles stress management and morale.

It's a pretty effective team.

Chief's Special Gift

Once a month, Chief visits a local senior community as a therapy dog, and it has become something very special to both of us. For all of his goofy energy at home, Chief seems to understand when

someone needs a little extra attention. He loves visiting the residents, greeting familiar faces, and simply spending time with people. I've watched a wagging tail, a gentle nudge, or a few quiet minutes beside someone bring smiles, memories, and comfort.

Those visits have reminded me that connecting with another person doesn't always require the right words. Sometimes just showing up and being present can make a difference.

It's a lesson that carries into my work as a REALTOR®. Buying or selling a home can be exciting, stressful, emotional, and sometimes overwhelming. The paperwork and negotiations matter, of

course, but so does listening to people, understanding what they need, and helping them feel supported through the process.

What Ozzie Has Taught Me

Ozzie teaches me a different lesson. He is my reminder that life doesn't always have to move at full speed. No matter how busy the day has been, Ozzie is perfectly happy just being home with the people he loves. His peaceful nature has a way of bringing everything back into perspective.

Chief reminds me to find the joy in life and share it with others. Ozzie reminds me to slow down long enough to enjoy it. I need both lessons.

More Than Pets

Chief and Ozzie are much more than pets. They are part of our family and, in their own very different ways, have influenced the way I look at relationships with people.

As a REALTOR®, I often say I'm not really in the house business. I'm in the people business. Houses may be what bring us together, but relationships are what matter. Chief and Ozzie reinforce that for me every day. Chief shows me the impact a little joy and kindness can have on someone else. Ozzie reminds me of the importance of patience, calm, and simply being present.

If sharing their story encourages even one person to spend a little more time with someone who may be lonely, volunteer with their own dog, or simply appreciate the special role animals play in our lives, then these two Golden Retrievers have done something pretty wonderful.

Murphy & Ollie

HECTOR CHAVEZ
LPT Realty

BY ELIZABETH MCCABE

Always Smiling

My two dogs have taught me to always be in a good mood, no matter what. Murphy is my silly 10-year-old Husky who always knows how to make me smile. Ollie, a 6-year-old Lab and Golden Retriever mix, is every bit as goofy. Together with their two dog sisters, Roxy and Zoey, and their cat sister, Izzy, they keep life entertaining, although getting everyone to cooperate for a family photo is another story!

The Loudest Team Members

When I'm on real estate calls, Murphy and Ollie love making their presence known. Their advice may not always be requested, but it's certainly heard in the form of enthusiastic barks in the background. They may not have real estate licenses, but they definitely consider themselves part of the team!



Winston

BY ELIZABETH MCCABE

TOM GALLEGOS
Berkshire Hathaway
HomeServices NM

Always Up For An Adventure

Winston is a 6-year-old Labradoodle who is truly friendly beyond friendly! He's an active guy who loves adventures, hiking and tagging along to show homes. That's his absolute favorite.

A Grounding Presence

Winston has been a very grounding part of my daily routine. He has taught me the power of patience and a calm presence. Having him under my desk or riding shotgun reminds me to slow down, breathe, and tackle every challenge with a positive attitude.

Lessons in Loyalty

Real estate comes with a lot of moving parts and unpredictable stress, but

Winston provides a constant sense of calm. He's taught me the value of patience, unconditional loyalty, and the importance of just "being there" for people. Seeing how instantly he comforts clients at showings or closings has made me a more empathetic professional.

Spreading Kindness

Winston is a masterclass in connection. If cuteness and love were commodities, I'd be a billionaire. Whether he's running around, cuddling, soaking up attention, or literally "petting" me back, his affectionate personality is a daily reminder of what matters most: spreading kindness and genuine warmth.

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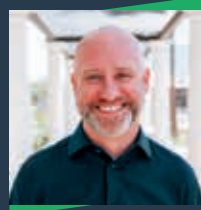
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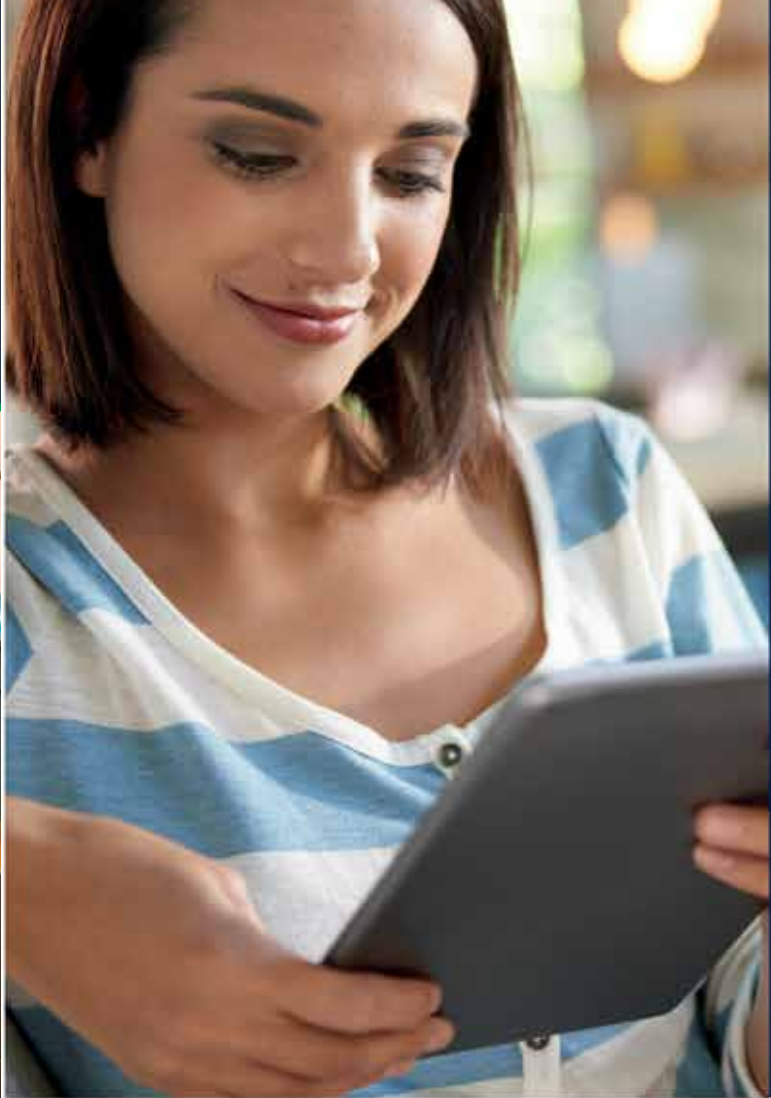
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