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By Faerl Torres
Photos by Teresa Ramirez,
Real Eye State

Steve & Marcy Blunier

Keller Williams Realty ::

From the day they first met, Steve and Marcy Blunier have been working side-by-side. With all the makings of a Hollywood meet-cute, they were introduced at work at the Arizona Biltmore with desks in a shared office. He directed incentive sales and she managed small meetings and international sales. As every great romance goes, they fell in love and married.

After moving to Albuquerque for Steve to take over a family retail business, Marcy wanted out of hospitality, opting for something with a regular schedule. She was hired as the receptionist for a real estate broker where she was quickly recruited to be a buyer's agent.

Seeing his wife's success and looking for something that retail wasn't fulfilling, Steve joined her in becoming a REALTOR®. In the beginning, neither Bluniers had any expectation for what was in store, but after a year and a half, they both decided to get serious. "We were scared to death because we had all our eggs in one basket," Marcy said. They started at Coldwell Banker, just the two of them and an assistant, and went through the early 2000's boom, thanking God for how well they did and the momentum it created. In 2011 they moved to Keller Williams and started their team.

The Keller Williams culture of putting family and faith before business was a huge draw as they were in the

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middle of making big life decisions. But being in real estate allowed Marcy the freedom to be home with their daughter and spend more time as a mom, even while she was full-time with Steve. When other parents had to miss out, Marcy and Steve were present for their child; one of the benefits of being their own boss and answering to no one. Well, no one but each other.

One advantage in working together for so long is knowing their strengths and working seamlessly around each other. Initially, Steve worked with all the buyers and Marcy did the listings. When they both began burning out, they switched things up, hiring buyers agents and shifting their roles. Now, Marcy preps every listing—staging, decluttering, making it look as fabulous as they require—and Steve takes

it from there, presenting the house and working with the clients. "I'm really good at talking to the client and making them feel comfortable," Marcy said. "No matter how big our business gets, I'm really good at sitting with them and... making sure they understand...I'm the mother. Steve is the leader of our team. He's the rain-maker. [He] makes the final decisions and the rest of us work them out."

They have very high standards for their team, believing every listing and client deserves their full-attention and responsiveness. The Bluniers know how they want things done and they love having a team that's been with them long enough to appreciate and uphold their same standards and personal brand. They also love how supportive Keller Williams is of these same values.

Part of the Keller Williams brand is encouraging faith and healthy personal and professional relationships—big tenets for the Bluniers who care about their team members like they're family. "I like the idea of having our own business where we can create careers for our team," Steve said.

Creating careers for more than just themselves is a big part of taking care of their team and all their future clients; even the ones they may not work with directly. "Anytime Steve and I do anything...we're all in," Marcy said. "There will always be agents who do more or sell more but...our clients are not just the buyers and sellers, the clients are also our team."

As they look to the future for themselves and their team, they're thinking beyond the numbers. Currently, the Bluniers are grooming two of their senior agents to take more of leadership roles on their team, freeing them up to pursue more of their individual passions. While they don't have hobbies, Marcy and Steve spend a lot of personal time serving the church. Steve is involved in recovery ministry and Marcy has a passion for the post-abortive ministry at Sagebrush Church, where they attend.

As they slow down, they want to spend more time ministering to people, sharing God's love, and attributing their success to God's presence in their lives. "We have huge faith and the Lord has blessed us to no end... we really do just want to give back," Marcy said. Steve and Marcy Blunier are the first to admit how fortunate they've been in love and career, but part of what sets them apart is how determined they are to share their fortune with everyone they work with, making their success more than just a sweet love story.