

# DEE & DARIN RASBERRY

By Dan Clark | Photos by Liz Lopez Photography

## D REALTY R1 NEW MEXICO

In the vibrant heart of Albuquerque's real estate scene, Darin and Dee Rasberry stand out not just for their successful brokerage, D Realty (under R1 New Mexico), but for their unique, faith-driven approach to the business. Their story, however, isn't just about closing deals; it's a telling tale of the power of partnership, both in business and in life.

Dee, a seasoned REALTOR® with a background in sales and a passion for home design and staging, had already been informally involved in real estate for years. "Honestly," she confesses, "while I wasn't working as a REALTOR®, I was helping people with real estate the whole time, just not getting paid for it!" She was always drawn to the industry, staging homes, hosting open houses, and offering her expertise to friends and family. But it wasn't until she met Darin, a web developer with a knack for house flipping, that she took the plunge and got her license.

Having his own web development company, Darin initially remained on the sidelines of D Realty. As Dee's business flourished, they recognized the need to join forces. "It just blew up," he recalls. "It got so busy that Dee asked me to come along full time." Their shared interest in real estate quickly blossomed into a beautiful partnership – both in marriage and in real estate.

Their complementary skills and personalities have proven to be a winning combination. Dee, with her extensive network and natural empathy, excels at building relationships with clients. Darin, with his technical expertise and project management skills, handles the logistical aspects of the business, including marketing. "He does the stuff I don't want to do," Dee laughs.



ALL IN  
WITH HEART

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But their synergy goes beyond dividing tasks. Darin and Dee share a deep commitment to their faith and family, which permeates their personal and professional lives. When Darin married Dee, he became stepdad to triplet children – Alexa, Christa and Trey. Now they have two new additions to the family, son-in-law, Cory and their first grandchild, Conrad. Dee and Darin also host Bible study groups in their home, mentor young men in their community, and offer genuine support and counsel to clients facing life's challenges.

Their faith also reflects their perspective on competition within the real estate industry. "We have multiple brokerages at our Bible studies," Dee shares. "We're friends with them all. We do not look at them as competition – just look at them as friends, associates." This collaborative gathering extends to sharing ideas and supporting each other, fostering a sense of community within the Albuquerque real estate landscape.

What truly sets Darin & Dee apart, however, is their commitment to going above and beyond for their clients. They see themselves not just as REALTORS®, but as counselors and friends, offering support and guidance through what can often be a stressful and emotional process. "We end up working with a lot of widows, divorcees and other people that are really struggling," Dee explains. "We end up praying with people, even people that don't pray, but somehow they let us pray." This approach, rooted in their deep faith and genuine care for others, has fostered a loyal client base and a reputation for integrity and compassion.



Their dedication extends even beyond the closing table. Offering personalized closing gifts, they often include engraved items and home warranties, tailored to each client's needs. They also provide complimentary staging and professional photography for their higher-end listings, recognizing the value of these services in maximizing their clients' returns.

Despite their demanding schedules, Darin & Dee prioritize their relationship and make time for fun and relaxation. They are avid supporters of New Mexico United and enjoy exploring the city's vibrant culinary scene. They also prioritize travel, fitting in trips to Mexico and overseas whenever their busy schedules allow.

For those considering a career in real estate, the Raspberries offer some sage advice: be realistic about the challenges, be prepared to invest time and resources. Above all, they emphasize the importance of genuine care and commitment. "We don't believe in dabbling," Dee asserts. "We believe in being all in." This philosophy, coupled with their unwavering faith and dedication to their clients, has cemented Darin and Dee Raspberry's place as unique and respected figures in the Albuquerque real estate landscape.

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