



2026 GAAR Board of Directors Candidate Questionnaire

Name

Monica Martinez-McNeil



Brokerage Name

ERA Summit

Brokerage Address

6001 Indian School Rd NE, Suite 150

City

Albuquerque

State

NM

1. Member Type: Please select Designated REALTOR® if you are listed as the Designated/Qualifying Broker of your office.

REALTOR®/Associate Broker

2. Have you been a a REALTOR® for at least three (3) years?

Yes

3. Have you been a member of GAAR for at least one (1) year?

Yes

4. Have you had any Code of Ethics violations or non-compliance of a membership duty in the last three (3) years?

No

5. For which position are you applying?

Director (2 year term, 5 available positions)

6. If you selected an Officer position, prior to nomination, have you had at least 5 transactions that closed in the prior 12 month period (August 1, 2024 - July 31, 2025) and/or are you a QB of at least 5 brokers?

N/A

7. To be eligible for an Officer position, you must have fulfilled a two (2) year term on the Board of Directors within five (5) years of nomination. Please provide the years you served as a Director or Officer on the GAAR Board of Directors. Please write N/A if not applicable.

N/A

8. If you selected an Officer position, have you served on at least one (1) GAAR or SWMLS Committee in the past five (5) years?

N/A

9. Please list all GAAR, SWMLS, NMAR or NAR committees or task forces you have been a member of. (You can find your GAAR/SWMLS committee history on your Member Portal.)

I've been a member of the ABCD committee since 2023. I currently serve as the Secretary for the 2025 year for the ABCD committee. I also serve on the Run for the Zoo committee and have since 2023. I started out as flagger co-captain and have served as the flagger captain in 2024 and 2025.

10. To run for the position of President-elect, you must have fulfilled a two-year term on the GAAR Board of Directors (Officer or Director). If you selected to run for the

N/A

President-elect position, have you served a two-year term?

12. Number of years licensed: 5-10 years

13. Number of years of REALTOR® membership: 5-10 years

14. Have you participated in GAAR's Leadership Development Program or NMAR's Growth & Involvement Program? Yes

If yes, which one and what year? GAAR Leadership Development Program 2024-2025

15. Please indicate which REALTOR® Designations you hold: ABR

16. Please list any REALTOR® institutes, societies or councils in which you currently hold membership.

n/a

17. What are your primary disciplines in your real estate practice? Check all that apply. Residential

18. Service as an elected Officer or Director requires attendance at Board of Director meetings - and Executive Committee meetings for Officers. Regular attendance is necessary for understanding Association business. As stated in the Association Bylaws, absence from three (3) or more regular or special meetings per fiscal year without an excuse deemed valid by the Board of Directors shall be construed as resignation. If elected, will you attend the regular and special meetings of GAAR as an Officer or Director? Yes

19. What challenges face the current real estate industry?

There is still a lot of fear and uncertainty for our consumers, keeping potential buyers and sellers waiting on the sidelines. There also remains a lack of trust of our industry so now is really the time we are having to demonstrate our worth to both sellers and buyers. As the market shifts, Realtors are needing to adapt to the changes and often times work harder as we are seeing homes remain on the market longer as well as more price reductions. With high interest rates and elevated home prices, we are having to work harder in negotiations for our buyers to help them get in to homes they can hardly afford. Just to name a few current challenges.

20. What challenges face the Association?

Once again, there is uncertainty within the association due to the multitude of changes we have seen since 2024 with changes to forms and practices. There is also a lot of ambiguity on what effects we may be impacted by from the top down such as higher fees not only within our association but within NAR. There is concern of ethical violations and practices to monitor the way our local Realtors are working as

some are adverse to changes.

21. Given the challenges you identified above, how would you contribute as a leader?

I would demonstrate my leadership skills as a trusted peer and hear the concerns of not only my fellow Realtors but also the general public and attempt to problem solve and suggest ways we can adapt or adjust to ensure our reputations are lifted and not only help improve the transparency of the value we as Realtors bring but also the value the Association brings. I believe we need to connect more with our communities and hope to find more ways to make a deeper impact to those that are underserved.

22. How do you feel GAAR could be more relevant to our members?

I think the association does a great job at offering the First Wednesday events as well as several FREE continuing education courses throughout the year. I am under the impression most Realtors are not being made aware (not for the lack of trying with communication from GAAR but due to the overwhelming number of emails in inboxes). Perhaps having brokerages get more involved to share with their individual associate brokers by hanging flyers or sharing amongst themselves can bring about more awareness of the benefits GAAR offers. The more we can get Realtors in the building, the more they can see where their dues are going and the relevancy.

23. Name an area where GAAR could be better and how you would address it.

I believe working towards building strong leadership will be key towards keeping integrity in our industry by providing diverse points of view that serve not only Realtors, but our affiliates, the general public and our communities. Having folks in these roles that understand the bigger picture from policies, forms, committee involvement, to much more, is going to enhance the value of GAAR as we build a stronger foundation and work together.

24. Describe the role of the Board of Directors of the Greater Albuquerque Association of REALTORS®.

A Board of Directors role begins with the commitment to show up and represent not only Realtors but our clients and communities as well. One must be ready to have difficult conversations with tact and poise to navigate situations brought to the board, to strategize and brainstorm amongst diverse voices/opinions, and lead with integrity. Board members are a direct reflection of GAAR and Realtors and need to maintain professionalism as well as strong ethics. The board is making decisions that impact all of their peers, requiring empathy and inclusivity.

25. A position on the GAAR Board of Directors means serving your Association and putting the needs of the members first. Do you affirm that you will serve your membership, acting in a neutral capacity for the betterment of the members?

Yes, I affirm

26. What do you think will be unique about the next two-year time frame?

We are in many ways building from the ground up after the shake-up in 2024 with the NAR lawsuit which has left many people (general public and Realtors alike) confused and unsure of the direction things will go. We also have our new GAAR President, Ryan Sweeney, so we can really make a positive impact within our communities and take real estate to the next level. Sure, there are a lot of factors at play that no one can accurately predict, however, we as a Realtor association can set the high standard by working together to honor our duty and not let fear win. Our industry is very tumultuous so the more predictability and harmony we can set within the association, the more trust we can gain from fellow Realtors and the general public.

27. What leadership skills, education, experience or training do you possess that you feel would be beneficial on the Board of Directors?

I have recently graduated from the Leadership Development Program through GAAR in 2025 which helped me hone my skills with problem solving, conflict management, as well as gaining a deeper understanding for my own unique traits. My big "Why" is Trust. I maintain honor and integrity and stay true to my word, all

while building trust which allows others to feel comfortable coming to me with their concerns. I have served on several boards as stated in responses above, which have also added to my repertoire of strong communication, delegation, adaptability and much more.

28. What else would you like to tell the membership about yourself? (i.e. personal interests, activities, hobbies, etc.)

In my free time, I love spending time with my 2 children who are 7 and 4. I'm an avid lover of the outdoors and enjoy hiking, camping and bird watching. I'm a bookworm - reading mostly non-fiction and historical fiction, as well as classics. You can spot me treasure hunting at estate sales and thrift stores or savoring red chile and sopapillas in my favorite New Mexican restaurants.

We appreciate your interest in serving. You will be notified when the Nominating Committee chooses the candidate slate for the upcoming election.