

# 2023 GAAR & SWMLS ANNUAL MEETING

December 6<sup>TH</sup>, 2023



# 2023 ANNUAL MEETING **SCHEDULE**

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Keynote Speaker & Instructor

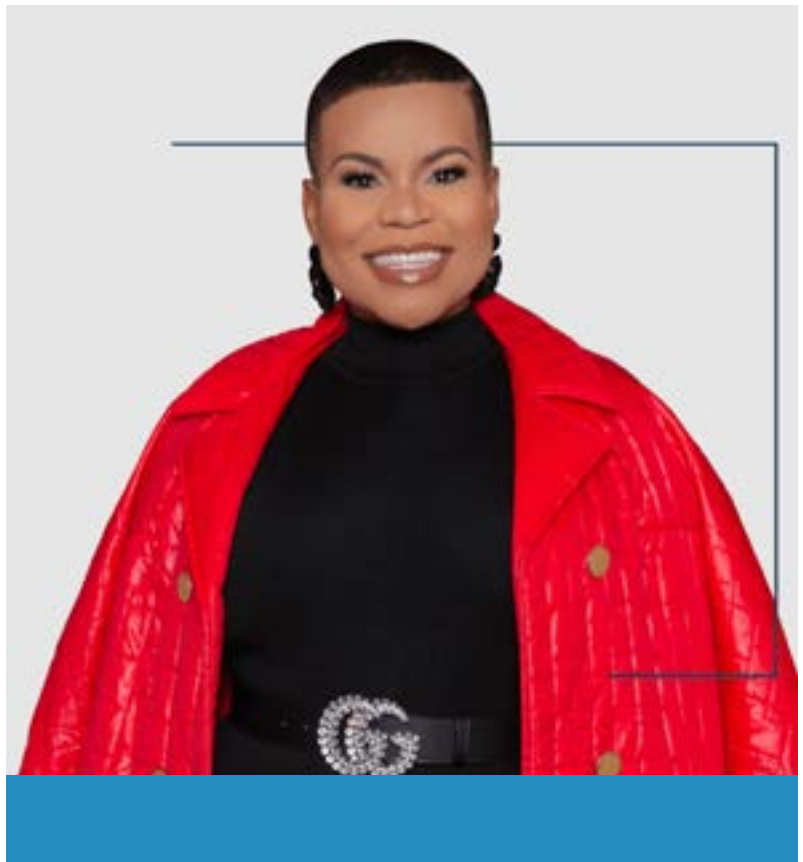
**MARKI LEMONS-RYHAL**  
REALTOR®

Marki Lemons-Ryhal is a highly sought-after professional keynote speaker and licensed Managing Broker with a wealth of experience in the real estate industry.

Renowned for her dynamic teaching style, she has over 25 years of marketing expertise and has taught more than 250,000 REALTORS® how to achieve remarkable returns on their marketing investments, reaching up to a 2,682% return.

A dedicated advocate for continuous learning, Marki has developed over 100 classes approved for continuing education in 46 states, earning recognition for her candid, engaging, and relevant approach to educating real estate professionals.

Her latest focus includes cutting-edge topics such as Artificial Intelligence and ChatGPT, designed to empower professionals to stay ahead of industry trends and enhance their business practices while maximizing their ROTI (return on time invested). Beyond her role as a speaker and educator, Marki Lemons-



Ryhal is an accomplished REALTOR® who has received several sales awards, the REALTOR® Achievement Award, and the President's Award from the Chicago Association of REALTORS®.

Marki's commitment to the real estate community extends to her involvement as an avid volunteer and major donor. Her expertise is not only recognized within the industry but has also been featured in reputable publications such as Forbes, The Washington Post, Homes.com, and REALTOR® Magazine.

## Leveraging AI to Improve Your Customer Experience in Real Estate with Marki Lemons-Ryhal

(3CE) Elective

1:00 pm - 4:00 pm

Marriott Pyramid North

Free for GAAR REALTOR® Members

Course will discuss the challenges and considerations of implementing AI in your business, including ethical and legal obligations. It will also share valuable insights and practical tips for using AI to enhance your customer experience.

*Economic Forecast with*  
**DR. LAWRENCE YUN**  
NAR Chief Economist

Lawrence Yun is Chief Economist and oversees the Research Group at the NATIONAL ASSOCIATION OF REALTORS®. He supervises and is responsible for a wide range of research activity for the association including NAR's Existing Home Sales statistics, Affordability Index, and Home Buyers and Sellers Profile Report. He regularly provides commentary on real estate market trends for its 1.4 million REALTORS®.

Dr. Yun creates NAR's forecasts and participates in many economic forecasting panels, among them the Blue Chip Council and the Wall Street Journal Forecasting Survey.

He also participates in the Industrial Economists Discussion Group at the Joint Center for Housing Studies of Harvard University.

He appears regularly on financial news outlets, is a frequent speaker at real estate conferences throughout



the United States, and has testified before Congress. Dr. Yun has also appeared as a guest on CSPAN's Washington Journal.

Dr. Yun received his undergraduate degree from Purdue University and earned his Ph.D. from the University of Maryland at College Park.

## **Economic Forecast with Dr. Lawrence Yun, NAR Chief Economist**

4:00 pm - 5:30 pm

Marriott Pyramid North

Free for GAAR REALTOR® Members

Join us for happy hour with Dr. Lawrence Yun, Chief Economist at NAR. Gain insights into national and local real estate trends, including Home Sales statistics, the Affordability Index, and the Home Buyers and Sellers Profile Report. Don't miss this chance to shape your strategy with expert perspectives on the Albuquerque market.



Letter from  
**THE PRESIDENT**



Greater Albuquerque Association of REALTORS®

Hello REALTORS®

As we approach the end of another remarkable year, I want to take this opportunity to express my gratitude and reflect on the incredible journey we have shared together.

2023 has been filled with achievements, challenges, and moments that have shaped us as a collective force for positive change. Looking back, we've accomplished so much.

With the completion of the association building renovation, we proudly welcomed our members back into a state-of-the-art facility for education, brokerage training, committee meetings, and special events. Within a few short months, the GAAR Event Center has received many inquiries and countless tours by groups and organizations for future rentals. I have no doubt that our building will soon be known as one of the premiere venues in Albuquerque.

This summer, the Board of Directors diligently and patiently approved a long-term tenant for our property, the University Pointe building, as part of our strategy to diversify our investment portfolio.

Throughout the year, members continue to pivot as we once again weather a changing real estate environment. We've shown our fortitude in the face of adversity regarding the multitude of industry lawsuits and the scrutiny of our business by refreshing our value proposition and telling our story.

These accomplishments are a testament to our collective strength and the power of working together towards a common purpose.

Looking toward the upcoming year, I'm optimistic and thrilled about our collective achievements despite the inevitable challenges ahead. I deeply appreciate your

unwavering support as a fellow board member, volunteer, or committee member.

I wish you and your loved ones a joyful holiday season and a prosperous new year filled with peace and fulfillment. Your dedication and passion continue to inspire me, and your commitment to our goals has driven us forward, making a real difference in the lives of those we serve.

Sincerely,

Carrie Traub  
2023 GAAR President

# 2024 GAAR BOARD OF DIRECTORS



**Morgan Cannaday**  
President  
Ida Kelly Realtors



**Christopher Shain Tanner**  
President-elect  
Coldwell Banker Legacy



**Chris Venegas**  
Vice President  
Keller Williams Realty



**Jenn Cody Martin**  
Treasurer  
New Mexico Real Estate Group



**Carrie Traub**  
Past President  
Simply Real Estate



**Janet Burks**  
Director  
eXp Realty



**Amanda Champine**  
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Dragonfly Capital RE



**Shane Dolinski**  
Director  
Realty One of New Mexico



**Michael Glass**  
Director  
Real Broker



**Amy Neal**  
Director  
ERA Summit



**Eanika Nunez**  
Director  
Realty One of New Mexico



**Sean Remington**  
Director  
Realty One of New Mexico



**Victoria "Torie" Robinson**  
Director  
RE/MAX ELEVATE



**Alice Tozer**  
Director  
Keller Williams Realty

Letter from  
**THE PRESIDENT**



**SOUTHWEST MULTIPLE LISTING SERVICE**



Dear Southwest Multiple Listing Service Members,

It has been a privilege to serve as your President of SWMLS. I want to thank the SWMLS Board of Directors, the Policy Committee, the Tech Committee, and the Compliance Committee for their hard work. I would also like to thank the GAAR Board for their unwavering support.

Our guiding principle at SWMLS has always been to add value to our members, consumers, and the public by providing the best tools and a reliable, credible real estate database.

Although many of our efforts go unnoticed, that's the point. To work diligently behind the scenes ensures our members don't have to worry about the inter-workings of the MLS. Our decision-making process is thorough, to say the least, and it's all to make your experience with SWMLS as smooth as possible.

In 2023, we have achieved significant milestones:

1. The launching of Rental Beast and nmhomerentals.com provides the premier marketplace for rental

properties in Albuquerque. This complements SWMLS's role as the go-to resource for real estate sales and gives the public a much-needed trustworthy resource for properties for rent.

2. The review and passage of more than 50 field changes updated antiquated fields, added critical property information, and moves us toward RESO Data Dictionary 2.0 certification, ensuring SWMLS stays at the forefront of innovation and progress in organized real estate.

3. The introduction of the Certified Photographer Program will simplify and streamline photo uploads, address copyright issues, facilitate compliance with the Minimum Photo Rule, and add safeguards for the integrity of housing market data.

Looking ahead to 2024, we have exciting products in the pipeline:

- Builders Update: the ultimate tool for new construction listings.
- Property Shield: a novel way to protect listings from fraudulent rental posts.

- ShowingTime Offers: simplifying the offer management process.

We made changes in Member Support. Unnecessary paperwork was eliminated by empowering staff to fix obvious MLS errors. We doubled down on education-first rules compliance, as the goal is not to increase fines but rather to have accurate, up-to-date data, and a collaborative environment.

I must also highlight the success of Richard's informative and educational videos. This year he posted 37 videos with over 11,000 views!

Thank you for an outstanding 2023 - I look forward to continuing that momentum in 2024 as we uphold our standard of excellence and innovation in the real estate industry.

Sincerely,

**Tego Venturi**  
2023 SWMLS President

# 2024 SWMLS BOARD OF DIRECTORS



**Sherry Fowler**  
President  
Realty One of New Mexico



**Cathy Colvin**  
President-elect  
Vista Encantada Realtors



**Teri Vasquez-Hatcher**  
Treasurer  
Realty One of New Mexico



**Tego Venturi**  
Past President  
Venturi Realty Group -  
Real Broker



**Morgan Cannaday**  
GAAR President  
Ida Kelly Realtors



**Kay Azbill**  
Director  
Berkshire Hathaway  
NM Properties



**Linda Coy**  
Director  
Realty One Of New Mexico



**Mary Kay Gutierrez**  
Director  
Coldwell Banker Legacy



**Joe LaMastra**  
Director  
RealABQ



**Greg Moody**  
Director  
Moody's Appraisal Service



**Jeanette Raver**  
Director  
Realty One Of New Mexico



**Mary Romero**  
Director  
Realty One Group Concierge



**Sam Sandoval**  
Director  
Keys To New Mexico



**Anne Vallejos**  
Director  
Keller Williams Realty



## 2023 GAAR COMMITTEES

*Thank you to all who served on the GAAR Board of Directors or a Committee in 2023.*

### **BOARD OF DIRECTORS**

President: Carrie Traub  
President-elect: Morgan Cannaday  
Vice President: Chris Shain Tanner  
Treasurer: Jean Duran  
Past President: Bridget Gilbert  
Helen Chan  
Michael Glass  
Dennis Mitchell-Groves  
Amy Neal  
Eanika Nunez  
Josh Price  
Sean Remington  
Alice Tozer  
Chris Venegas

### **ABCD COMMITTEE**

Chair: Sharla Parson  
Chair-elect: Adrian Reyes  
Helen Chan  
Danielle Erhard  
Jean Duran  
Jessica Garcia  
Laura Garner  
Bridget Gilbert  
Tasha Gary  
Elena Hernandez  
Rob Hill  
Deva Khalsa  
Maureen Lisi-MacReady  
Monica Martinez McNeil  
Amy Monarch  
Amber Ortega  
Josh Price  
James Salazar  
Jasmin Sanchez  
Allyson Sandoval  
Lauren Sandoval

### **AFFILIATE**

Chair: Pete Stagl  
Vice Chair: Antoinette Baca  
Secretary: Francisca Hakes

### **EXECUTIVE**

President: Carrie Traub  
President-elect: Morgan Cannaday  
Vice President: Chris Shain Tanner  
Treasurer: Jean Duran  
Past President: Bridget Gilbert

### **GAAR AMBASSADOR PROGRAM (GAP)**

Chair: Deb Duran  
Vice-Chair: Shane Dolinski  
Jenn Atchley  
Petra Boileau  
Carter Bogart  
Helen Chan  
Terry Chavez  
Michael Chochol  
Linda Coy  
Anita Campbell  
Courtney Byrd  
Melinda DerGregorian  
Jean Duran  
Belinda Franco  
Trish Homburg  
Eric Heinrich  
Amanda Maes  
Melissa Moya  
Keith Powell  
Michelle Rohl  
Vinay Rodgers  
Jim Steger  
Jessica Villagomez  
Rocky Villagomez

### **GOLF TOURNAMENT**

Co-Chair: Kim Gordon  
Co-Chair: Katrina Moore  
Brandy Acevedo  
Antoinette Baca  
Gary Boyd  
Burgandy Casias  
Steve Cecco  
Zoe Enright  
Eva Hendricks  
Elena Hernandez  
Ron Jaynes  
Christopher Lucero  
Blanca Martinez  
Bill Norman  
Josh Price  
Penelope Rivera  
Robert Sanchez  
Peter Stagl  
Tanya Venegas  
Paul Wilson

### **GRIEVANCE**

Chair: Paul T Holley  
Co-Chair: Deborah A Duran  
Dorella Apodaca  
Michael Borrello Jr  
Willie J Butt  
Bobbi Lutz Carrillo  
Amanda Champine  
Talia Freedman  
Lisa Guggino  
Michelle O Jenson  
Joe R Lopez  
Lisa Lovato-Nelson  
Jilliane E McGuire  
Patricia A Morrison  
Sharon E Nowlin

## 2023 GAAR COMMITTEES

Amy E O'Connell  
Tamara L. Petrino  
Jeanette Raver  
Minerva Rivas  
Aimee Romero  
Lydia Shewchuk  
Chris N Weller  
Jennifer Zamarron

### **LEADERSHIP, EDUCATION & ACTION PROGRAMS (LEAP)**

Co-Chair: Steve Cecco  
Co-Chair: Marie Everett  
Kris Cannaday  
Morgan Cannaday  
Jen Fehr  
Christine Marin-Taylor  
Tanya Otero-Villalobos  
Penni Rivera  
Kara Schug

### **NOMINATING**

Chair: Bridget A Gilbert  
Belinda S Franco  
Kris Cannaday  
Jean Duran  
Sherry Fowler  
Carrie Traub

### **PROFESSIONAL STANDARDS**

Chair: Barbara Weaver-Wyne  
Co-Chair: Wayne Berry  
Lawrence Ashwood  
Susan C Blackwell  
Mick Burke  
Alyson L Campbell  
Jennifer Cody Martin  
Vicki J Criel  
John P Crowley  
Scott Dean

Richard A DeVoss  
Gina M Dion  
Gayle Doty  
Mike D Haley  
Glenda J Hawkins  
Debbie Hudson  
Nancy Kennedy  
Ginny Longbotham  
Jack Lynch  
Barbara Madaras  
Penny Melloy  
Kenneth S. Mills  
Cassandra D Morrison  
Rebecca Lynn Perry  
DuWayne Ordonez  
Elaine P Ramos  
Michelle Smith  
Charlotte Trone  
Julie Turner  
Teri J Vasquez-Hatcher  
Patricia White

### **REAL ESTATE COMMU- NITY POLITICAL ACTION COMMITTEE (RECPAC)**

Chair: Amanda Champine  
Vice Chair: Mike Leach  
Carol Bernstein  
Cathy Colvin  
Timothy L House  
Daniel Patrick Kearney  
Damon J Maddox  
Joshua A Price  
Paul Wilson

### **REALTOR® FUND**

Chair: James Steger  
Vice-Chair: Jean Duran  
Antoinette Baca  
Gary G Boyd  
Kris Cannaday

Morgan Cannaday  
Stephen Cecco  
Belinda S Franco  
Christine Marin-Taylor  
Tanya Otero-Villalobos  
Alice Tozer

### **RUN FOR THE ZOO**

Co-Chair: Steve Cecco  
Co-Chair: Sherilyn Lucas  
Bianca Chavez  
Jerry J Garcia  
Jeff Gorum  
Robert Hill  
Nancy Kennedy  
Rhonda Ledbetter  
Beatriz Y Lozano  
Barbara Maddox  
Amanda Maes  
Blanca Nohelia Martinez  
Sara McKinney  
Monica Martinez-McNeil  
Sandylee A Pasquale  
Keith Powell  
Amber Ortega  
Sharla Parsons  
Josh Price  
Adrian Reyes  
Sandylee Pasquale  
Evangeline Pena  
Josh Price  
Jennifer Rodgers  
Lezly Romero  
Jennifer Sanchez  
James Salazar  
Jasmin Sanchez  
Allyson Sandoval  
Lauren Sandoval

**YOUNG PROFESSIONALS  
NETWORK (YPN)**

Chair: Jennifer Hernandez  
Vice Chair: Nick Purdy  
Jesus Bustillos  
Benjamin Gomez  
Cynthia Johnson  
Brittany McDonald

Joshua A Price  
Penelope Rivera  
Melissa Sanchez  
Peter Stagl

**2023 SWMLS COMMITTEES**

*Thank you to all who served on the SWMLS Board of Directors or a Committee in 2023.*

**BOARD OF DIRECTORS**

President: Tego Venturi  
President-elect: Sherry Fowler  
Treasurer: Cathy Colvin  
Past President: Jeanette Raver  
GAAR President: Carrie Traub  
Kay Azbill  
Linda Coy  
Mary Kay Gutierrez  
Joe LaMastra  
Greg Moody  
Mary Romero  
Sam Sandoval  
Anne Vallejos  
Teri Vasquez-Hatcher

**APPRAISAL**

Chair: Randy Pratt

**COMPLIANCE**

Chair: Victoria Robinson  
Karen E Baca  
Claire L Addison  
Courtney L Byrd  
Linda J Coy  
Patrick D Hankins  
William J Luther  
Joseph A Marshall  
Patricia A Morrison  
Melissa Leann Parsons  
Penelope Rivera

Armelino D Salazar

Christopher Shain Tanner  
Camille R Victour  
Chris N Weller  
Timothy A Wheeler

**EMERGING TRENDS  
& TECHNOLOGY**

Chair: Dismas S Desloge  
John Castillo  
Richard D Jackson  
Barbara Maddox  
Eanika Nunez  
Rebecca Lynn Perry  
Sam A Sandoval Jr.

**EXECUTIVE**

President: Tego Venturi  
President-elect: Sherry Fowler  
Treasurer: Cathy Colvin  
Past President: Jeanette Raver  
GAAR President: Carrie Traub

**NOMINATING**

Chair: Jeanette Raver  
Belinda S Franco  
Sherry L Fowler  
Alice Tozer

**POLICY**

Chair: Joseph LaMastra  
Vice Chair: Susan C Blackwell  
Nathan Louis Boitano  
Gary G Boyd  
Jennifer Cody Martin  
Jerry J Garcia  
Daniel P Kelley  
Barbara Madaras  
Christian Jesse Manzer  
Adrian Valis Montgomery  
John - Paul Rael  
Vinay Julian Rodgers  
Leslie Roots

## 2023 HONORABLE MENTIONS

### GAAR OMBUDSMAN

Lisa Parker  
Gary Boyd  
Kris Cannaday  
Bob Arguelles

### NMAR DIRECTOR MEMBERS

Hubert Hill, 2023 President  
Helen Chan, Director  
Linda Coy, Director  
Gary Boyd, Director  
Cathy Colvin, Director  
Jean Duran, Director  
Sherry Fowler, Director  
Belinda Franco, Director  
Michael Glass, Director  
Mary Kay Gutierrez, Director  
Trish Homburg, Director  
John Lopez, Director

Jack Lynch, Director  
Jenn Cody Martin, Director  
Josh Price, Director  
Jeanette Raver, Director  
Mary Romero, Director  
Kiki Salcido, Director  
Kristina Salcido, Director  
Christopher Shain Tanner  
Brielle Smith, Director  
Alice Tozer, Director  
Carrie Traub, Director  
Teri Vasquez-Hatcher, Director

### NAR DIRECTOR MEMBERS

Cathy Colvin, Director  
Bridget Gilbert, Director  
Hubert Hill, State President

### NAR COMMITTEE MEMBERS

Cathy Colvin  
Sherry Fowler  
Bridget Gilbert  
Hubert Hill  
Damon Maddox

## 2023 RPAC MAJOR INVESTORS

### GOLDEN R

\$5,000 total, sustaining \$2,500  
very year.

Belinda Franco\*  
Kurstin Johnson  
Damon Maddox\*  
Paul Wilson\*  
Greater Albuquerque Association  
of REALTORS®

*\*Indicates a President's Circle Investor,  
which requires additional contributions  
totaling \$2,000 to be made separately  
and directly to select RPAC recom-  
mended congressional candidates.*

### CRYSTAL R

\$2,500 total, sustaining  
\$1,500 every year

Cathy Colvin  
Hubert Hill, II  
Jeanette Raver  
Carrie Traub  
Teri Vasquez-Hatcher  
Tego Venturi

### STERLING R

\$1,000 contribution for the year

Carol Bernstein  
Michael Carter  
Cecilia Chavez  
Amanda Champine  
Kent Cravens  
Melanie Cravens  
Jean Duran  
Sherry Fowler  
Heidi Gray  
Jenn Cody Martin  
Josh Price  
Christopher Shain Tanner  
Tracy Venturi

## 2022 AWARD GALA RECIPIENTS

**REALTORS® CELEBRATE SERVICE AND EXCELLENCE**

**gaar**

**THAT'S WHO WE REALTOR**

**Congratulations to our 2022**  
Greater Albuquerque Association of REALTORS® Award Winners!

**ROOKIE OF THE YEAR**  
HEIDI RODRIGUEZ

**REALTOR® OF THE YEAR**  
KRIS CANNADAY

**AFFILIATE OF THE YEAR**  
ANTOINETTE BACA

**SALESPERSON OF THE YEAR**  
MORGAN CANNADAY

**DOYLE PARGIN LIFETIME ACHIEVEMENT**  
ROSIE HARMON

**SALES MANAGER OF THE YEAR**  
TRACY VENTURI

## 2023 GAAR GOOD NEIGHBORS

Congratulations to our Good Neighbor recipients who are recognized for their dedication to volunteer service in our community. Each Good Neighbor will receive a \$1,000 grant for their non-profit organization, will be featured in GAAR's consumer advertising, and will make an appearance on a New Mexico Living TV segment to promote their charity.

For more information, visit [gaar.com/goodneighbor](https://gaar.com/goodneighbor).



**Morgan Cannaday**  
Ida Kelly Realtors  
**People's Anti-Cruelty Association**



**Kurstin Johnson**  
Vista Encantada Realtors  
**Heart Gallery of New Mexico**



**Cassandra Morrison**  
Coldwell Banker Legacy  
**Pursonalities Plus**



**Keith Powell**  
Realty One Group Concierge  
**NM Cancer Foundation**



**Jayma Reid**  
Simply Real Estate  
**Feed NM Kids Inc**

## THE REALTOR® FUND



By establishing this fund, GAAR Members demonstrate their ongoing pledge to give back to the community. The REALTOR® Fund provides an annual grant of \$45,000 to one eligible non-profit charity, and \$5,000 in grants to Good Neighbor charities.

Congratulations to the New Mexico Dream Center, the 2023 Grant Recipient. The Dream Center's mission is to end human trafficking in New Mexico. Learn more at [nmdreamcenter.org](http://nmdreamcenter.org).

The application for the next grant cycle opens in Spring 2024. To donate or learn more, visit [gaar.com/fund](http://gaar.com/fund).

## 2023 ANNUAL MEETING SPONSORS



Christopher Shain Tanner



Jean Duran



Beverly Hilton



Channing Kelly



Kurstin Johnson



Carrie Traub



Teri Vasquez-Hatcher



Tego Venturi



Linda Coy



Rosie Harmon



Justin Cooper

# GAAR STAFF



**Kent Cravens**  
Chief Executive Officer /  
Government Affairs Director  
(505) 724-3481



**Gabe Baca**  
Videographer / Facility  
Coordinator  
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**Tammi Delgado**  
Membership Supervisor  
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**Jane Fertig**  
Executive Administrator  
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**Nick Fowler**  
Chief Financial Officer  
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**Richard Gibbens**  
SWMLS Executive Director  
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**Laura Harris**  
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**Ariel Langford**  
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**Melody Mar**  
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**Zach Martin**  
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**Cassie Montoya**  
Professional Development  
Coordinator  
(505) 724-3467



**Julian Nunez**  
Digital Marketing & Content  
Specialist  
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**Josiah Pratt**  
SWMLS Coordinator  
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**Heather Price**  
SWMLS Coordinator  
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**Estrella Quinonez**  
Professional Development  
Supervisor  
(505) 724-3468



**Emy Saavedra**  
Member Services Director  
(505) 724-3472



**Martina Smiley**  
Member Support Coordinator  
(505) 724-3477

# FINANCIAL REPORT

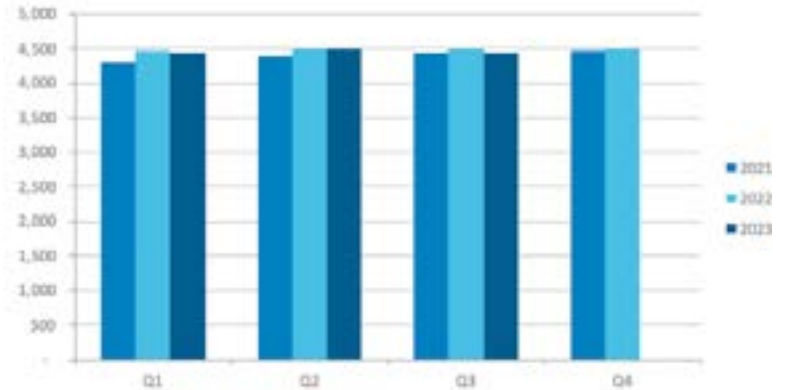
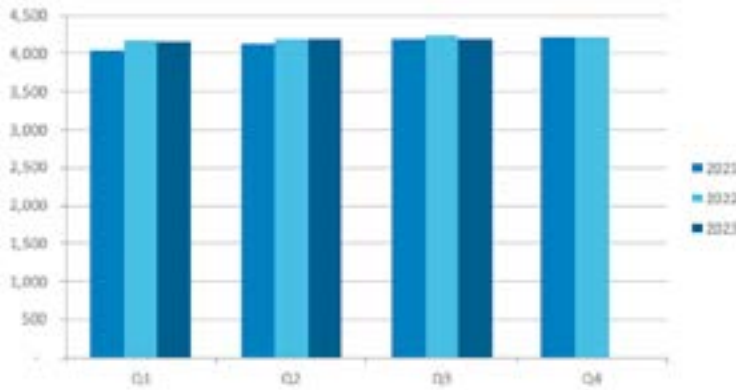
A special thank you to our Treasurers:

GAAR: Jean Duran

SWMLS: Cathy Colvin

ACTIVE GAAR MEMBERS (QTR TO QTR)

ACTIVE MLS PARTICIPANTS/SUBSCRIBERS (QTR TO QTR)



## GAAR & SWMLS FINANCIAL POSITION AS OF Q3 2023

Company	Assets	Liabilities	Reserves/Fund Balance
GAAR	\$8,621,991	\$1,603,146	\$7,018,844
SWMLS	\$4,122,581	\$1,148,260	\$2,974,321

\* Due to the timing of the SWMLS annual billing in June, half (July-December) of SWMLS fee revenues are recognized in the current year, and half (January-June) are booked to deferred revenues, a liability account. These deferred revenues will be adjusted in January to revenue.

If you would like to review the GAAR & SWMLS audited financials for December 31, 2023, please contact: Nick Fowler at [nick@gaar.com](mailto:nick@gaar.com) or 505-724-3463



