







2022 GAAR / SWMLS ANNUAL MEETING DECEMBER 7, 2022



2022 ANNUAL MEETING SCHEDULE

8:00 AM		Networking Continental Breakfast
8:15 AM		Welcome, Year in Review & State of the Association
8:45 AM		GAAR/SWMLS Business Meeting & 2023 Officers/Directors Installations
10:35 AM		Keynote Speaker, Ifoma Pierre "12 Daily Practices for Tomorrow's Success"
11:40 AM		Luncheon, REALTOR® Fund Highlights
1:30 PM - 3:30 PM		Instructor, Ifoma Pierre "Agent Extinct." 2CE Elective (<i>In-person class only</i>)

Keynote Speaker

IFOMA PIERRE

Motivational Trainer

After surviving three near death encounters in his native country of Trinidad—including almost losing his ear in a gang fight at age 14, a 17 year old Ifoma Pierre turned his life around. He received a craftsman diploma from John Donald Technical Institute and started making various types of clothing which he sold on a wall eight hours away by boat in the sister island of Tobago.

From this he grew his tailoring business from one sewing machine to six and had his clothing featured in many fashion shows.

Pierre met and married the love of his life, Hazel, at age 22. But after a bad property deal took their life savings, they decided to start over in New York City and moved into a basement rental so small, his nine month old son's room was a closet.

Pierre thought himself the perfect candidate when he answered an ad in the newspaper about an opportunity to make money in real estate with no skill required. After that opportunity didn't work out, he quickly realized a



license would lead to better opportunities, but it would be three years before his first sale.

Despite the slow start, he continued to invest every dollar he had on personal development books, coaching and tools and by 2018, Pierre was named one of the Top 20 Rising Stars in Real Estate under 40 by the Long Island Board of REALTORS®.

Pierre has been an International Corporate Trainer and is a John Maxwell Certified Speaker Trainer & Coach.

Agent Extinct: How to Survive the Ever-Changing

Real Estate Market (2CE) Elective

1:30 pm - 3:30 pm

Marriott Pyramid North

Free for GAAR REALTOR® Members

The tools the public needs keep changing. This past year has been emotionally stressful for the public and the practitioner. Many agents are operating on fumes. In addition, real estate is experiencing a lack of inventory and an information explosion, in real-time. Most agents are just working IN their business, instead of ON their business.



Letter from
THE PRESIDENT



Greater Albuquerque Association of REALTORS®

*“Coming together is a beginning.
Keeping together is progress.
Working together is success”.*

- Henry Ford

And just like that we come to the end of another year. It seems like only yesterday we received news that Bernalillo County had been the victim of ransomware. Once the initial disbelief passed, it was incredible to watch our real estate community of REALTORS®, lenders and title companies come together to provide solutions to this unprecedented problem.

Over the course of the year, we have gone from the chaos of multiple offers to the task of explaining what a price reduction is. We've entered a time when training and education are crucial to being successful in this ever-changing market. We are fortunate to have so many educational opportunities provided by our Association.

It was heartwarming to see the REALTOR® Fund Committee create an Emergency Relief Fund that provided \$25,000 in support during the devastating fires that affected so

many New Mexicans in the Spring. In addition, the Committee provided a \$45,000 grant to one deserving non-profit and funded our Good Neighbors' charities with another \$5,000.

This year a new committee was formed, Advancing Belonging, Community and Diversity (ABCD). This diversity, equity and inclusion group hit the ground running and now has over 30 members. One of their initiatives is to provide guidance and support to increase the sense of belonging among GAAR members and our communities.

We've made progress in rebuilding our GAAR office! Construction began in November to rebuild the classroom area destroyed by torrential rains in 2021. When the insurance company resisted making full payment for repairs, tough decisions were made to streamline the process and move the project forward. This time next year, I hope that each of you will have attended an in-person class in the new facility.

A heartfelt thank you goes out to the staff. Thank you for your diligence in

pushing forward to get the job done. I appreciate the great care you take with our members and the patience exhibited when I asked mountains of questions.

Finally, I would like to thank the Board of Directors and the Executive Committee for all the incredible leadership they have provided for our Membership. Besides the monthly meeting commitment, they have also attended many additional special meetings. They are prepared and merit every decision on how it will benefit our Members. They have been invaluable in making my term as President such a joy.

The momentum going into the new year is fantastic and I look forward to working with our new Directors and Leadership in 2023!

Respectfully,

Bridget Gilbert
ePro, AHWD
2022 GAAR President

2023 GAAR BOARD OF DIRECTORS



Carrie Traub
President
Simply Real Estate



Morgan Cannaday-Henson
President-elect
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ERA Summit



Eanika Nunez
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Sean Remington
Director
Realty One of New Mexico



Alice Tozer
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Keller Williams Realty



Chris Venegas
Director
Keller Williams Realty

Letter from
THE PRESIDENT



SOUTHWEST MULTIPLE LISTING SERVICE



2022 has been an incredible year for SWMLS! The accomplishments achieved were the result of teamwork by committees, the SWMLS Board of Directors, staff, and most importantly Membership. Nearly every change provided to the Board of Directors began with your feedback, so please continue to reach out and guide the future of your MLS.

In 2022, SWMLS was successful in:

- Launching Forewarn
- Updating the SWMLS Rules and Regulations
- Updating the SWMLS Bylaws for your review and vote
- Implementing the Required Documents Rules
- Implementing member access to edit Closed or Cancelled Listings and Coming Soon End Dates.

SWMLS utilized cutting edge technology to:

- Automate Fair Housing detection rules
- Implement Computer Vision AI to enforce the Minimum Photo Rule

SWMLS proved to be a forefront in

the industry by:

- Serving as a NAR Pilot for REALTOR® Safety with the addition of Showing Consideration Fields
- Participating in a Beta Test for Flexmls on Text Functionality

Last of all, we provided a significant expansion of information at www.SWMLS.com with a major focus on training videos. This year, 34 videos were produced which garnered more than 11,500 views!

This year, I am most proud that both Flexmls and NAR proactively reached out to Beta Test new ideas, proving that SWMLS Members have solidified our reputation for embracing and adopting innovative technology.

As our industry continues to change at a rapid pace, we will continue to evolve with new technology to remain relevant and strengthen our position as leaders within the industry. For 2023, SWMLS is already working on new projects:

- Rental Beast will launch in Q1 2023 to help you serve your clients who need rentals or want to rent their properties.
- Changes to Solar Fields that will

clarify if units are owned or leased.

- New process for Hearings for members with multiple violations that will improve professionalism and data quality.
- Significant updates to Land Property Types

SWMLS will continue to play a prominent role on the national stage at CMLS, RESO, and NAR to help guide MLS industry decisions rather than wait for them to occur.

I want to thank the GAAR and SWMLS staff, the GAAR and SWMLS Board of Directors, Committee Volunteers, and most importantly our Members. I am honored and privileged to have served as your 2022 Southwest Multiple Listing Service President.

Respectfully,

Jeanette Raver

CRS, ePro, Green, CMLXv, RED-B
2022 SWMLS President

2023 SWMLS BOARD OF DIRECTORS



Tego Venturi
President
Keller Williams Realty



Sherry Fowler
Vice President
Signature Southwest Properties



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Treasurer
Vista Encantada Realtors



Jeanette Raver
Past President
Realty One of NM



Carrie Traub
GAAR President
Simply Real Estate



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24K Real Estate Group



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



Mary Romero
Director
Realty One Group Concierge



Sam Sandoval
Director
Keys To New Mexico



Anne Vallejos
Director
Keller Williams Realty



Teri Vasquez-Hatcher
Director
Realty One Of New Mexico

2022 GAAR COMMITTEES

Thank you to all who served on the GAAR Board of Directors or a Committee in 2022.

BOARD OF DIRECTORS

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President-elect: Carrie Traub
Vice President: Morgan Cannaday-Henson
Treasurer: Jean Duran
Past President: Belinda Franco
Helen Chan
Dennis Mitchell-Groves
Todd Kruger
Jenn Cody Martin
Josh Price
Mary Romero
Christopher Shain Tnner
Alice Tozer
Chris Venegas

ABCD COMMITTEE

Helen Chan
Rafael De La Fuente
Shane Dolinski
Debbie Duran
Danielle Erhard
Jessica Garcia
Laura Garner
Bridget Gilbert
Mike Haley
Rob Hill
Toni Johnson
Deva Khalsa
Michael Noker
Sharla Parsons
Josh Price
Maria Jose Ramos
Josh Robinson
Jen Rodgers
Vinay Rodgers
Ahdohny Routheni
Lauren Sandoval
Abby Slichter
Diana Warrington
Sonia Wright

Kyle Zimmerman

AFFILIATE

Chair: Robert Hill
Vice Chair: Pete Stagl
Secretary: Antoinette Baca

BOWL - A - THON

Chair: Steve Cecco
Gary Boyd
Jeff Gorum
Wendy Harrington
William Norman
Heather Price
Josh Price

EXECUTIVE

President: Bridget Gilbert
President-elect: Carrie Traub
Vice President: Morgan Cannaday-Henson
Treasurer: Jean Duran
Past President: Belinda Franco

GAAR AMBASSADOR PROGRAM (GAP)

Chair: Keith Powell
Chair-elect: Debbie Duran
Jenn Atchley
Courtney Byrd
Anita Campbell
Chris Carrillo
Helen Chan
Terry Chavez
Michael Chochol
Linda Coy
Shane Dolinski
Jean Duran
Laura Garner
Eric Heinrich
Trish Homburg
Bill Norman

Vinay Rodgers
Brielle Smith
Jim Steger
Chaunce Wason

GOLF TOURNAMENT

Co-Chair: Gary Boyd
Co-Chair: Katrina Moore
Brandy Acevedo
Antoinette Baca
Burgundy Casias
Steve Cecco
Jenn Cody Martin
Zoe Enright
Kimberley Gordon
Jonathan Hamilton
Elena Hernandez
Brent Holbrook
Crucita Horse
Ron Jaynes
Christopher Lucero
Joseph Martinez
William Norman
Nathan Petersen
Heather Price
Josh Price
Guadalupe Rimbart
Christie Royal
Robert Sanchez
Walt Vieira
Paul Wilson

GRIEVANCE

Chair: Minerva 'Minnie' Rivas
Vice Chair: Paul Holley
Susan Agostini
Dorella Apodaca
Mike Borrello
Willie J. Butt
Bobbi Carrillo
Amanda Champine
Deborah Duran

2022 GAAR COMMITTEES

Deborah Duran
Lisa Guggino
Joe R. Lopez
Lisa Lovato-Nelson
Jilliane McGuire
Patti Morrison
Sharon Nowlin
Amy O'Connell
Tamara Petrino
Jeannette Raver
Aimee Romero
Lydia Shewchuk
Chris Weller
Jennifer Zamarron

LEADERSHIP, EDUCATION & ACTION PROGRAMS (LEAP)

Chair: Kara Schug
Vice Chair: Marie Everett
Kris Cannaday
Morgan Cannaday-Henson
Steve Cecco
Christine Marin-Taylor

NOMINATING

Chair: Belinda Franco
Gary Boyd
Kris Cannaday
Bridget Gilbert
Heather Price
Christopher Shain Tanner

PROFESSIONAL STANDARDS

Chair: Michelle Smith
Vice Chair: Barbara Weaver-Wyne
Lawrence Ashwood
Jessica Beecher
Wayne Berry
Susan Blackwell
Mick Burke

Alyson Campbell
Vicki Criel
John Crowley
Scott Dean
Gina Dion
Gayle Doty
Mike Haley
Glenda Hawkins
Debbie Hudson
Nancy Kennedy
Ginny Longbotham
Jack Lynch
Penny Melloy
Kenneth S. Mills
Cassandra Morrison
DuWayne Ordonez
Jane Rowe
Gabriel Salas
John Sheffer
Charlotte Trone
Julie Turner
Teri Vasquez-Hatcher

REAL ESTATE COMMU- NITY POLITICAL ACTION COMMITTEE (RECPAC)

Chair: Paul Wilson
Vice Chair: Carol Bernstein
Treasurer: Cathy Colvin
Amanda Champagne
Tim House
Daniel Kearney
Mike Leach
Damon Maddox
Josh Price

REALTOR® FUND

Co-Chair: Kristine Cannaday
Co-Chair: Sherry Fowler
Mindy Abramson
Gary Boyd

Morgan Cannaday-Henson
Stephen Cecco
Jean Duran
Belinda Franco
Christine Marin-Taylor
Cathy Olson
James Steger
Alice Tozer

RUN FOR THE ZOO

Co-Chair: Steve Cecco
Co-Chair: Sherilyn Lucas
Barbara Maddox
Bianca Chavez
Victoria Davis
Jerry Garcia
Tina Garcia
Jeff Gorum
Rob Hill
Nancy Kennedy
Rhonda Ledbetter
Beatriz Lozano
Andrea Madrid-Martinez

Sara McKinney
Sandylee Pasquale
Evangeline Pena
Heather Price
Josh Price
Jennifer Rodgers
Lezly Romero
Jennifer Sanchez

YOUNG PROFESSIONALS NETWORK (YPN)

Chair: Rob Hill
Vice Chair: Heather Price
Steve Cecco
Heather Casalino
Ben Gomez
Jen Hernandez
Brittany Love

Heather Casalino
Ben Gomez
Jen Hernandez
Brittany Love
Brittany McDonald
Eanika Nunez
Monique Padilla
Josh Price
Nick Purdy
Pete Stagl

2022 SWMLS COMMITTEES

Thank you to all who served on the SWMLS Board of Directors or a Committee in 2022.

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Vice President: Tego Venturi
Treasurer: Sherry Fowler
Past President: Cathy Colvin
GAAR President: Bridget Gilbert
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Linda Coy
Mary Kay Gutierrez
JoLynn Kniffin
Joe LaMastra
Greg Moody
Sam Sandoval
Anne Vallejos
Teri Vasquez-Hatcher

APPRAISAL

Chair: Randy Pratt

COMPLIANCE

Chair: Carlyn Chiado
Clair Addison
Courtney Byrd
Jolynn Doty-Beck
Deborah Duran
William Luther
Barbara Madaras
Patricia Morrison
Victoria Robinson
Brian Steudle
Chris Weller

EMERGING TRENDS & TECHNOLOGY

Chair: Sam Sandoval
John Castillo
Steve Cordova
Dismas Desloge
Elena Maria Hernandez
Richard Jackson
Adrian Montgomery
Eanika Nunez
Christopher Shain Tanner
Tego Venturi
Camille Victour

EXECUTIVE

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Vice President: Tego Venturi
Treasurer: Sherry Fowler
Past President: Cathy Colvin
GAAR President: Bridget Gilbert

NOMINATING

Chair: Cathy Colvin
Scott Dean
Bridget Gilbert
Hubert Hill

POLICY

Chair: Chris Venegas
Vice Chair: Joe LaMastra
Susan Blackwell
Gary Boyd
Karen Brown
Jen Cody Martin
Jerry Garcia
Daniel Kelley
Christian Manzer
Mark Moody
Gail Rodriguez
Adam Trujillo
Timothy Wheeler

2022 HONORABLE MENTIONS

GAAR OMBUDSMAN

Lisa Parker
Gary Boyd
Kris Cannaday
Bob Arguelles

NMAR COMMITTEE MEMBERS

Damon Maddox, 2022 President
Hubert Hill, 2022 President Elect
Natalia Beraun, Director
Gary Boyd, Director
Terry Chavez, Director
Cathy Colvin, NAR Director
Sherry Fowler, Director
Belinda Franco, Director
Mary Kay Gutierrez, Director
Rosie Harmon, Director
Trish Homburg, Director
John Lopez, Director

Sarah Lopez, Director
Jack Lynch, Director
Barbara Madaras, Director
Jenn Cody Martin, Director
Don Martindell, Director
Carrie Montoya-Pegg, Director
Josh Price, Director
Jeanette Raver, Director
Mary Romero, Director
Kiki Salcido, Director
Kristina Salcido, Director
Alice Tozer, Director

NAR DIRECTOR MEMBERS

Cathy Colvin, Director
Belinda Franco, Director
Damon Maddox, State President,
Director

NAR COMMITTEE MEMBERS

Cathy Colvin
Sherry Fowler
Richard Gibbens
Hubert Hill
John Lopez
Damon Maddox
Victor Raymos
Paul Wilson

2022 RPAC MAJOR INVESTORS

PRESIDENT'S CIRCLE

Requires additional contributions totaling \$2,000 to be made separately and directly to select RPAC-recommended candidates.

Belinda Franco
Damon Maddox
Paul Wilson

CRYSTAL R

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

Cathy Colvin
Jeanette Raver
Teri Vasquez-Hatcher

STERLING R

\$1,000 contribution for the year

Nathan Brooks
Michael Carter
Jenn Cody Martin
Amanda Champine
Kent Cravens
Jean Duran
Sherry Fowler
Bridget Gilbert
Jessica Villa Gomez
Heidi Gray
Laura Harris
Hubert Hill II
Jimmy Lopez

Ashley Strauss-Martin
Carrie Montoya-Pegg
Sandylee Pasquale
Josh Price
Lloyd Swartz
Tego Venturi
Tracy Venturi
Judy Wilson

2022 AWARD GALA RECIPIENTS



Hubert Hill, II
Maddox Management LLC
REALTOR® of the Year



Sandylee Pasquale
Pasquale Realty
Doyle Pargin Lifetime Achievement Award



Dennis Mitchell-Groves
Coldwell Banker Legacy
Sales Manager of the Year



Belinda Franco
Realty One of New Mexico
Salesperson of the Year



Nathan Armstrong
eXp Realty
Rookie of the Year



Bryan Trujillo
Coldwell Banker Legacy
Rookie of the Year



Rob Hill
Nusenda Credit Union
Affiliate of the Year

2022 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 \$1,500 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.



Michelle Jenson
Simply Real Estate
Children's Cancer Fund of NM



Channing Kelly
Ida Kelly Realtors
SY Jackson Elementary Food Pantry



Ida Kelly
Ida Kelly Realtors
SY Jackson Elementary Food Pantry



Sam Sandoval
Keys to NM
NM Dream Center

THE REALTOR® FUND



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

Congratulations to Silver Horizons, the 2022 Grant Recipient. Silver Horizons assists low income seniors with groceries, utility bills, and minor home repairs. Applications for the next grant cycle open in March 2023.

To learn more about The REALTOR® Fund, visit gaar.com/fund.

2022 ANNUAL MEETING SPONSORS

DIAMOND SPONSOR



TABLE SPONSORS



GAAR STAFF



Kent Cravens
Chief Executive Officer



Gabe Baca
Videographer/Facility
Coordinator



Mckenna Benegas
MLS Coordinator



Nathan Brooks
Chief Operating Officer



Claire Conrad
Professional Development
Coordinator



Tammi Delgado
Member Support Coordinator



Jane Fertig
Executive Administrator



Nick Fowler
Chief Financial Officer



Richard Gibbens
MLS Director



Laura Harris
Director of Communications



Melody Mar
Director of Professional
Standards



Sarah Means
Professional Standards
Administrator



Cassie Montoya
Member Support Coordinator



Julian Nunez
Digital Marketing & Content
Specialist



Estrella Quinonez
Professional Development
Coordinator



Adrian Reyes
Training Administrator



Emy Saavedra
Member Support Manager



Marcella Saavedra
Member Support Coordinator

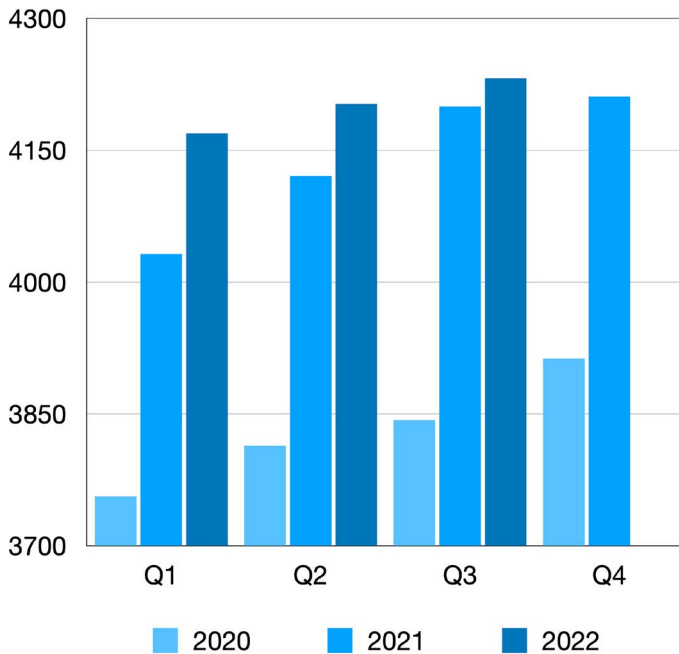
FINANCIAL REPORT

A special thank you to our Treasurers:

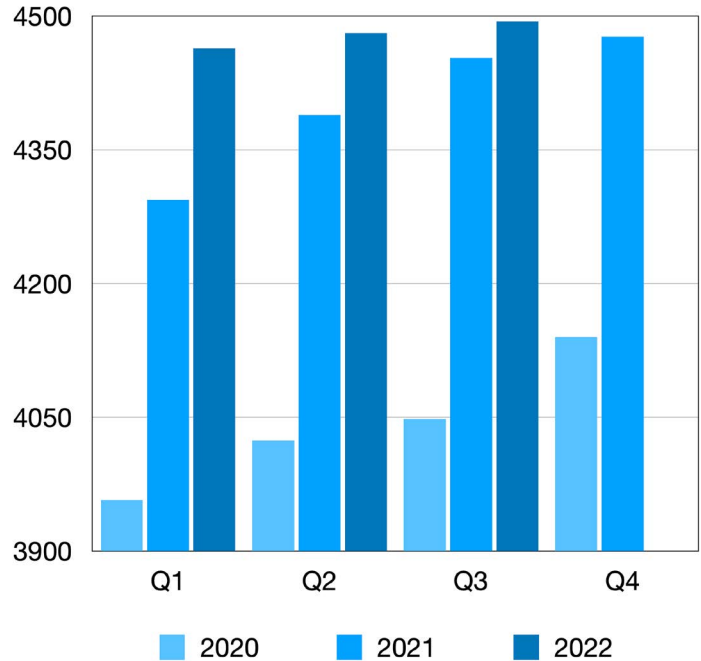
GAAR: Jean Duran

SWMLS: Sherry Fowler

ACTIVE GAAR MEMBERS (QTR TO QTR)



ACTIVE MLS PARTICIPANTS/SUBSCRIBERS (QTR TO QTR)



GAAR & SWMLS FINANCIAL POSITION AS OF Q3 2022

Company	Assets	Liabilities	Reserves/Fund Balance
GAAR	\$12,111,694	\$3,807,362	\$8,304,332
SWMLS	\$4,021,706	\$1,142,110*	\$2,879,596

* Because 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, 2022, please contact:

Nick Fowler at nick@gaar.com or 505-724-3463

