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Q1

General Information:

Name: Teri Hatcher
Firm Name: Realty One of New Mexico
Firm Address: 8500 Menaul Blvd NE A-240B
City: ALBUQUERQUE
State: NM
Zip: 87112
Email Address: Teri@TeriHatcherRealtor.com
Best Contact Number: 5053851606
Years as a REALTOR® Member: 19

Q2 Officer - Treasurer

For which Officer position are you applying?

Q3 Yes

Have you served as an Officer or Director of GAAR or SWMLS OR been on a SWMLS Committee within the past 5 years?

Q4 Designated REALTOR®/Participant

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

Q5

Are you a managing broker and if so, how many brokers do you supervise?

Yes, 20

Q6

How many transactions did you have within the last 12 months (August 1, 2022 to July 31, 2023)?

17

Q7

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

**Residential,
Coaching/Training**

Q8

Have you had any disciplinary actions from the New Mexico Real Estate Commission for any violations? If yes, please elaborate. If no, indicate N/A.

No

Q9

Please list any REALTOR® Institutes, Societies or Councils in which you currently hold membership:

Residential Real Estate Council

Q10

Please list any REALTOR® Designations you hold:

ABR, CRS, MRP
also AHWD Certified and CNE

Q11

Which technologies offered by SWMLS are your favorite and why?

I would have to say Flex strictly because of what it enables me to do on a daily basis, however I am very excited about RentalBeast and looking forward to digging into it and utilizing it to expand my business,

Q12

Please list all SWMLS, GAAR, NMAR or NAR Committees, Task Forces or PAGs you have been a member of: **You can view your SWMLS/GAAR committee history by going to your Member Portal**

Professional Standards, SWMLS Director, NMAR Director

Q13

No

Have you participated in GAAR's Leadership Development Program, NMAR's Growth and Development Program or any other leadership training?

Q14

Yes

Have you reviewed the Board Responsibilities document and do you agree to abide by these responsibilities? See SWMLS Board Responsibilities [here](#)

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Q15

Please share your experience, qualifications, skills, knowledge, and any other relevant information that would make you an asset to the SWMLS Board of Directors and SWMLS Participants/Subscribers. What leadership skills do you bring to the role?

I have been a Realtor for many years. I have been a small "part-time" broker when my home obligations limited me. I have worked as a sales manager for a local brokerage as well as a trainer for a local franchised brokerage. Currently, I am a Qualifying Broker for one of the larger brokerages in our MLS. I supervise the activities of 20 associates while being considered a top producer myself. Between my production and that of my associates, I am in the thick of the challenges we as brokers face daily in our business. I have had the pleasure of serving on our local MLS board for the last several years. The learning curve was intense to be sure, but it has been a huge benefit to the way I view our industry and how we serve our members.

Q16

What is the role of SWMLS and what are the challenges facing SWMLS moving forward?

The goal of SWMLS is to be the premier provider of accurate information and MLS services to our Participants and Subscribers. The challenge is we are constantly being bombarded with "bigger, better, faster" technological options. It takes effort to wade through those offerings and try to discern what is the most valuable option for our members in an industry that is constantly evolving. It's not a perfect science, so the challenge is trying to serve as many members as we can efficiently and economically while staying current

Q17

What are the strengths of SWMLS core software and affiliated technology offerings and where do you see room for improvement and/or change?

I am very proud of our local MLS and the majority of software decisions that are made. When compared to other much larger associations I am always impressed with our leadership and the strides we make in keeping current with the best software options available to us. At times it can be frustrating and feel bogged down, but when the year's activities are laid out showing project progress I am always impressed. That's not to say there isn't always room for improvement and SWMLS actively works towards that goal.

Q18

What do you think is the biggest challenge that SWMLS will be facing in the coming year?

There are some constants in our industry that we are actively working to stay in sync with. A big project has been adjusting our information to align with RESO standards. However, we have been working in a radically shifting market these last couple of years, and the upcoming year appears to have its own new unusual set of challenges with many brokers, less inventory, and higher interest rates than we have been accustomed to. The new year will bring an election year which will present shifts and trying to be ready to serve our members in the uncertain is always a challenge. Our current offerings are highly rated so it feels like we are making good choices overall, but we can never become complacent and have to be ready to pivot.

Q19

What is one thing you would like to change that is in the purview of SWMLS?

It's not necessarily in our purview, but I would love to encourage less seasoned brokers to get involved alongside those more experienced brokers. The newer brokers tend to approach things differently mainly because they aren't in a "groove", they are still figuring things out and I always appreciate their questions being presented. Some have easier answers, but others cause us to stop and think about how we are approaching projects and view them from various angles, I think that makes us stronger overall when we can look at things from more than just one perspective especially when it comes to technology and how it's enabling (or prohibiting) business. Less seasoned brokers often ask questions that we tend to lose sight of after having worked in the industry for years and I find the fresh perspective to be valuable. I would also like to see SWMLS continue to try and educate on what the MLS is, what it does and doesn't do, and how it fits into supporting our members. I have learned so much about that from serving on the board, I hope to impart what I can to my colleagues.

Q20

Additional remarks by Candidate:

It has been my pleasure to serve as a director these last few years. I felt like it took 18 months just to grasp all the tech terms and hit a stride. Moving to the executive committee took some thought, but I am fortunate to be surrounded by amazing mentors and leadership at SWMLS, and look forward to continuing to serve my real estate family.
