



gaar



SWMLS

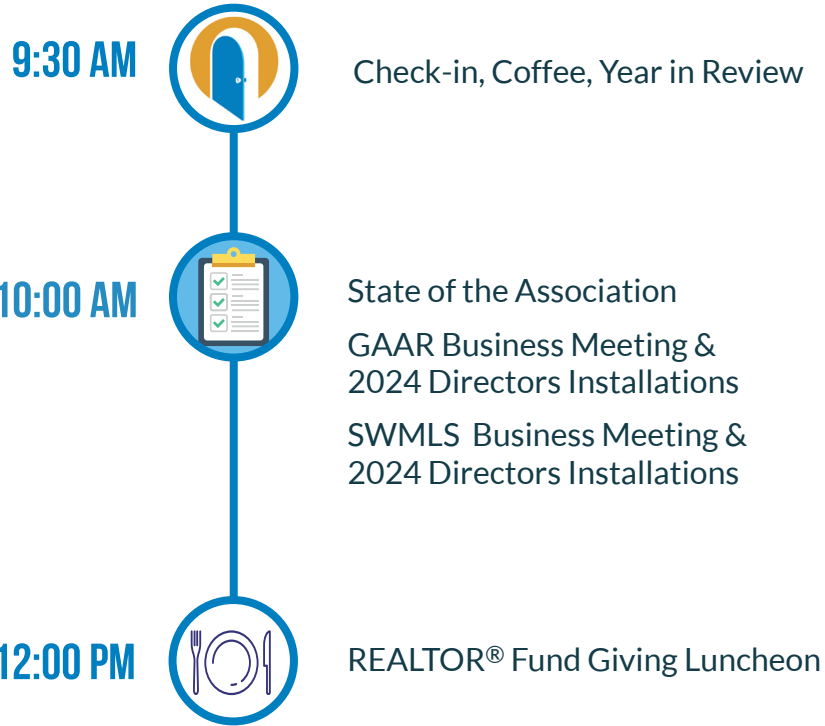
**ANNUAL  
MEETING**

**2024**

**Wednesday,  
December 4th**

## 2024 ANNUAL MEETING **SCHEDULE**

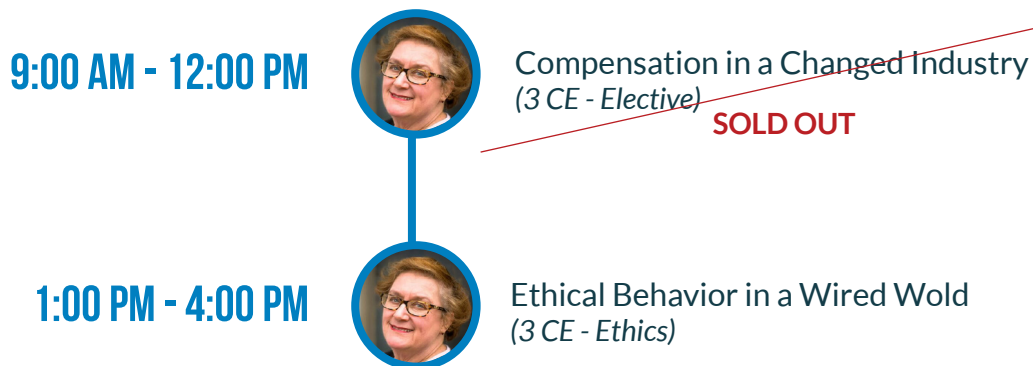
WEDNESDAY, DECEMBER 4TH  
MARRIOTT PYRAMID NORTH



## FREE CE **SPEAKER SERIES**

THURSDAY, DECEMBER 5TH  
GAAR

REGISTER AT [GAAR.COM](https://www.gaar.com) FOR EACH CLASS SEPARATELY



Speaker Series

**MELANIE MCLANE**

**REALTOR® & Appraiser**

Meet Melanie McLane, a trailblazer in the real estate world and a second-generation REALTOR® whose career spans decades. Recently honored with REALTOR® Emeritus status, Melanie has excelled as an appraiser, broker, and educator, dedicating her life to the industry.

A graduate of Kenyon College, Melanie holds numerous designations, including ABR, CRS, GREEN, SRES, and others, showcasing her expertise and commitment to excellence. As a certified distance instructor and Appraiser Qualifications Board-approved USPAP instructor, she has developed courses for NAR, Hondros College, and state associations, influencing the careers of countless real estate professionals.

Melanie’s leadership roles include serving as President of the West Branch Valley Association of REALTORS®, District Vice-President for the Pennsylvania Association of REALTORS®, and participating on numerous NAR committees. Her work has earned her induction into the REBAC Hall of Fame, the RSPS of the Year award, and multiple local honors, including REALTOR® of the Year.

**Speaker Series**

Thursday

**December 5th**

**Melanie McLane**



Beyond her professional achievements, Melanie continues to list, sell, appraise, and teach. In her free time, she enjoys gardening and cherishes moments with her grandchildren. A passionate leader and mentor, Melanie’s contributions have left an indelible mark on the real estate community.

**Compensation in a Changed Industry**

*(3CE - Elective)*

9:00 am - 12:00 pm

**SOLD OUT**

*Free for GAAR REALTOR® Members  
Includes Breakfast*

**Ethical Behavior in a Wired World**

*(3CE - Ethics\*)*

1:00 pm - 4:00 pm

*Free for GAAR REALTOR® Members  
Includes Lunch*

*\* Course meets NAR Ethics requirement but is 1 CE short to meet NMREC requirement.*

REGISTER AT GAAR.COM FOR EACH CLASS SEPARATELY



Letter from  
**THE PRESIDENT**



Greater Albuquerque Association of REALTORS®

Dear Members,

As 2024 ends, I reflect on the transformative year we've had, marked by significant rule changes that reshaped our operations and client services. These challenges initially seemed daunting, but our collective strength and determination have enabled us to adapt and emerge stronger.

As your president, I've witnessed the dedication and professionalism each of you brings daily. Together, we've navigated an era of unprecedented change, turning difficulties into opportunities for growth and innovation. Implementing new rules required extra effort, from understanding complex regulations to adapting workflows. Through it all, our resilience and adaptability shone, supported by educational sessions, resources, and mutual encouragement.

As my presidency concludes, I leave you with key priorities for navigating the road ahead:

**Embrace Education and Training:**

The real estate industry is evolving rapidly. Staying ahead requires ongoing education. Take advantage of our training programs to equip yourself with the latest knowledge, ensuring compliance and excellence in client service.

**Collaborate and Share Insights:**

Our collective experience is one of our greatest strengths. Share strategies and solutions with fellow members to overcome challenges and drive shared success.

**Advocate for the Industry:**

It's crucial to support policies that protect our profession, the real estate market and consumers. Stay informed about national developments and contribute to our association's advocacy efforts.

**Remain Client-Centered:**

Amid rule changes, maintaining high standards of professionalism and service is vital. By prioritizing our clients' needs, we sustain their trust as real estate experts.

I'm deeply grateful for the opportunity to serve as your president. It has been an honor to lead such a talented and committed group of professionals. As I hand over the leadership, I am confident in the association's ability to thrive, regardless of future challenges.

Thank you for your commitment, resilience, and the positive impact you have on our industry and community. I look forward to the remarkable achievements we will accomplish together in the coming year.

Sincerely,

Morgan Cannaday  
2024 GAAR President



# 2025 GAAR BOARD OF DIRECTORS



**Christopher Shain  
Tanner**  
President  
Keller Williams Realty



**Chris Venegas**  
President-elect  
Keller Williams Realty



**Helen Chan**  
Vice President  
ERA Summit



**Jenn Cody Martin**  
Treasurer  
Gold Key Realty



**Morgan Cannaday**  
Past President  
Ida Kelly REALTORS



**Janet Burks**  
Director  
eXp Realty



**Amanda Champine**  
Director  
Dragonfly Capital RE



**Rick DeVoss**  
Director  
Red Fox Realty



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



**Amy Neal**  
Director  
ERA Summit



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



**Jaclyn Staton**  
Director  
Keller Williams Realty



**Brian Steudle**  
Director  
Coldwell Banker Legacy



**Alice Tozer**  
Director  
Keller Williams Realty

Letter from  
**THE PRESIDENT**



SOUTHWEST MULTIPLE LISTING SERVICE



Dear SWMLS Members,

As 2024 comes to a close, it is with gratitude and pride that I address all of you. From the bottom of my heart, I would like to thank the SWMLS Board, Committee Members, and GAAR Staff.

Together, we have navigated through a year filled with unexpected changes and challenges. But amidst all the uncertainty, our organization not only survived, but we thrived. This is a testament to our unwavering dedication and hard work.

I would also like to acknowledge the crucial role of the SWMLS in implementing the required changes proposed by NAR and the Department of Justice. Despite the deadline being set for August 17th, 2024, we were able to make the necessary changes on August 1st, 2024.

In addition, the unexpected departure of Richard Gibbens was skillfully managed as we formed a search committee and ultimately

found our new SWMLS Director, Jeannette Davidson. We are excited for the future under her leadership.

In another significant move, we voted to bring a lender onto our Board to offer a fresh perspective. We warmly welcome Sue Leydig to the team. Her expertise has proven invaluable in navigating the ever-changing landscape of the real estate market.

As we reflect on the past year, it is important to recognize our achievements. We successfully rolled out Builder's Update, RealReports, Real Estate News, and introduced Property Shield to combat fraudulent rental postings. In addition, we streamlined the offer management process through ShowingTime Offers. Not to mention, we implemented 62 MLS field changes.

As we look ahead to 2025, I can only imagine what the future holds for us. This year has demonstrated our resilience and adaptability in the face of uncertainty.

I am grateful to each and every one of you for being supportive and allowing me to be a part of the change we have seen. I hope that you and your loved ones have a beautiful and safe holiday season, and I look forward to another successful year.

Sincerely,

Sherry Fowler  
2024 SWMLS President



# 2025 SWMLS BOARD OF DIRECTORS



**Cathy Colvin**

President  
Vista Encantada Realtors



**Teri Hatcher**

President-elect  
Realty One of New Mexico



**Belinda Franco**

Treasurer  
REAL Broker



**Sherry Fowler**

Past President  
Realty One of New Mexico



**Christopher Shain Tanner**

GAAR President  
Keller Williams Realty



**Linda Coy**

Director  
Realty One Of New Mexico



**Jean Duran**

Director  
Realty One Of New Mexico



**Mary Kay Gutierrez**

Director  
Coldwell Banker Legacy



**Joe LaMastra**

Director  
RealABQ



**Sue Leydig**

Director  
Waterstone Mortgage



**Greg Moody**

Director  
Moody's Appraisal Service



**Mary Romero**

Director  
Realty One Group Concierge



**Sam Sandoval**

Director  
Keys To New Mexico



**Michelle Smith**

Director  
Coldwell Banker Legacy



**Anne Vallejos**

Director  
Keller Williams Realty

## 2024 GAAR COMMITTEES

*Thank you to all who served on the GAAR Board of Directors or a Committee in 2024.*

### **BOARD OF DIRECTORS**

President: Morgan Cannaday  
President-elect: Christopher Shain Tanner  
Vice President: Chris Venegas  
Treasurer: Jenn Cody Martin  
Past President: Bridget Gilbert  
Janet Burks  
Amanda Champine  
Helen Chan  
Shane Dolinski  
Amy Neal  
Eanika Nunez  
Sean Remington  
Victoria "Torie" Robinson  
Alice Tozer

### **ADVANCING, BELONGING, COMMUNITY & DIVERSITY (ABCD)**

Chair: Laura Garner  
Vice-Chair: Jasmin Sanchez  
Aide Betanco  
Carletta Bradley  
Carmen Cavnar  
Marty Garcia  
Bridget Gilbert  
Tasha Gary  
Steve Gritchen  
Deva Khalsa  
Belle Leal  
Maureen Lisi-MacReady  
Barbara Maddox  
Monica Martinez-McNeil  
Sharla Parsons  
Dawn Pocket  
Adrian Reyes  
Rachel Rodriguez  
James Salazar  
Allyson Sandoval

### **AFFILIATE**

Chair: Antoinette Baca  
Vice-Chair: Martha Maldonado  
Secretary: Francisca Hakes

### **APPRAISAL**

Chair: Randy Pratt

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

Chair: Shane Dolinski  
Vice-Chair: Melissa Moya  
Petra Boileau  
Helen Chan  
Michael Chochol  
Katrina Cockrum  
Linda Coy  
Deborah Duran  
Jean Duran  
Danna Fox  
Trish Homburg  
Eric Heinrich  
Kris Lucero  
Keith Powell  
Michelle Rohl  
Vinay Rodgers  
Jim Steger  
Samantha Ybanez

### **GOLF TOURNAMENT**

Co-Chair: Kim Gordon  
Co-Chair: Christopher Lucero  
Kelly Atkin  
Antoinette Baca  
Jenifer Cameron  
Burgandy Casias  
Steve Cecco  
Zoe Enright  
Francisca Hakes  
Jonathan Hamilton

Elena Hernandez  
Crucita Horse  
Ron Jaynes (*In Memoriam*)  
Martha Maldonado  
Katrina Moore  
Bill Norman  
Joshua Price  
Penelope Rivera  
Robert Sanchez  
Vince Smith  
Peter Stagl  
Kim Stauffacher  
Tanya Venegas  
Paul Wilson

### **GRIEVANCE**

Chair: Deborah Duran  
Vice-Chair: Tamara Petrino  
Dorella Apodaca  
Michael Borrello Jr  
Willie Butt  
Bobbi Carrillo  
Talia Freedman  
Lisa Guggino  
Paul Holley  
Michelle Jenson  
Joe Lopez  
Lisa Lovato-Nelson  
Jilliane McGuire  
Patricia Morrison  
Sharon Nowlin  
Amy O'Connell  
Joshua Price  
Christina Quintana  
Jeanette Raver  
Minerva Rivas  
Aimee Romero  
Lydia Shewchuk  
Chris Weller  
Jennifer Zamarron



## 2024 GAAR COMMITTEES

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

Chair: Steve Cecco  
Vice-Chair: Christine Marin-Taylor  
Kris Cannaday  
Morgan Cannaday  
Marie Everett  
Tanya Otero-Villalobos  
Penelope Rivera

### **PROFESSIONAL STANDARDS**

Chair: Wayne Berry  
Vice-Chair: Cassandra Morrison  
Lawrence Ashwood  
Susan Blackwell  
Mick Burke  
Alyson Campbell  
Melissa Clark  
Vicki Criel  
Scott Dean  
Richard DeVoss  
Gayle Doty  
Jean Duran  
Bellinda Franco  
Gil Guaderrama  
Mike Haley  
Teri Hatcher  
Glenda Hawkins  
Debbie Hudson  
Nancy Kennedy  
Ginny Longbotham  
Jack Lynch  
Penny Melloy  
DuWayne Ordonez  
Rebecca Perry  
Elaine Ramos

Michelle Smith  
Charlotte Trone  
Julie Turner  
Barbara Weaver-Wyne  
Patricia White

### **REAL ESTATE COMMUNITY POLITICAL ACTION (RECPAC)**

Chair: Amanda Champine  
Vice-Chair: Joshua Price  
Carol Bernstein  
Cathy Colvin  
Timothy House  
Daniel Patrick Kearney  
Mike Leach  
Paul Wilson

### **REALTOR® FUND**

Chair: Jean Duran  
Vice-Chair: Belinda Franco  
Antoinette Baca  
Kris Cannaday  
Morgan Cannaday  
Steve Cecco  
Megan England  
Teri Hatcher  
Christine Marin-Taylor  
Tanya Otero-Villalobos  
Jim Steger  
Alice Tozer

### **RUN FOR THE ZOO**

Co-Chair: Steve Cecco  
Co-Chair: Sherilyn Lucas  
Helen Chan  
Julia Du Charme  
Danna Fox  
Jerry Garcia  
Jeff Gorum  
Blake Graves  
Nancy Kennedy  
Belle Leal  
Rhonda Ledbetter  
Sue Leydig  
Barbara Maddox  
Monica Martinez-McNeil  
Julia Miera  
Sandylee Pasquale  
Joshua Price  
Shawn Raitt  
Monica Roberts  
Lezly Romero  
Jennifere Sanchez  
Kim Stauffacher  
Jim Steger  
Tanya Venegas

### **YOUNG PROFESSIONALS NETWORK (YPN)**

Chair: Jennifer Hernandez  
Vice-Chair: Nick Purdy  
Nicole Greif  
Sarah Hill  
Tanya Otero-Villalobos  
Ashley Perez  
Joshua Price

## 2024 SWMLS COMMITTEES

*Thank you to all who served on the SWMLS Board of Directors or a Committee in 2024.*

### **BOARD OF DIRECTORS**

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

### **COMPLIANCE**

Chair: Camille Victour  
Claire Addison  
Karen Baca  
Courtney Byrd  
Carlyn Chiado  
Linda Coy  
Jean Duran  
Gabriel Gutierrez  
Patrick Hankins  
Elena Hernandez  
Joseph Marshall  
Patricia Morrison  
Melissa Leann Parsons  
Penelope Rivera  
Victoria "Torie" Robinson  
Amelino Salazar  
Christopher Sandoval  
Christopher Shain Tanner  
Chris Weller  
Timothy Wheeler

### **EMERGING TRENDS & TECHNOLOGY**

Chair: Rebecca Perry  
Diedria Butterfield  
John Castillo  
Waylon Chavez  
Dismas Desloge  
Jennifer Hernandez  
Barbara Maddox  
Trevor Rockhold  
Sam Sandoval  
Nicole Strother  
Tego Venturi

### **POLICY**

Chair: Susan Blackwell  
Natalia Beraun  
Sherry Fowler  
Belinda Franco  
Jerry Garcia  
Joseph LaMastra  
Belle Leal  
Christian Manzer  
Cristina Martinez-Duran  
Vinay Rodgers  
Heidi Rodriguez

## 2024 HONORABLE MENTIONS

### GAAR OMBUDSMAN

Bob Arguelles  
Alejandro Barraza  
Kris Cannaday  
Lisa Gianardi  
Stephanie Granfors  
Jody MacGillivray  
Lisa Parker  
Michelle Romero  
Jim Stringfield  
Austin Wolff

### NMAR EXECUTIVE

Cathy Colvin, Central District VP  
Hubert Hill, II, Immediate  
Past President

### NMAR DIRECTORS

Courtney Byrd  
Helen Chan  
Linda Coy  
Jean Duran  
Sherry Fowler  
Belinda Franco  
Michael Glass  
Teri Hatcher  
Trish Homburg  
Uriel Lapcevic  
John Lope  
Jack Lynch  
Jenn Cody Martin  
Dennis Mitchell-Groves  
Amy Neal,  
Keith Powell  
Joshua Price

Mary Romero  
Brielle Smith  
Christopher Shain Tanner  
Alice Tozer

### NAR DIRECTORS

Morgan Cannaday  
Bridget Gilbert  
Hubert Hill, II

### NAR COMMITTEE

Morgan Cannaday  
Cathy Colvin  
Sherry Fowler  
Bridget Gilbert  
Hubert Hill, II  
Victor Ramos

## 2024 RPAC MAJOR INVESTORS

### HALL OF FAME

*\$25,000 + lifetime investment*

Damon Maddox\*  
Paul Wilson\*

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

### GOLDEN R

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

Cathy Colvin\*  
Belinda Franco\*  
Hubert Hill, II\*  
Kurstin Johnson  
Greater Albuquerque  
Association of REALTORS®

### CRYSTAL R

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

Teri Hatcher  
Christopher Shain Tanner

### STERLING R

*\$1,000 contribution for the year*

Carol Bernstein  
Amanda Champine  
Michael Chochol  
Linda Coy  
Kent Cravens  
Jean Duran  
Sherry Fowler  
Heidi Gray  
Jenn Cody Martin  
Joshua Price  
Tego Venturi  
Tracy Venturi  
Janalynn Weir



## AWARD GALA **RECIPIENTS**

# CONGRATULATIONS

Greater Albuquerque Association of REALTORS® 2023 Award Winners!



CELEBRATING OUR  
BEST & BRIGHTEST



**SALESPERSON OF THE YEAR**  
Jenn Cody Martin

**REALTOR® OF THE YEAR**  
Mary Kay Gutierrez

**ROOKIE OF THE YEAR**  
Shawn Raitt

**TEAM ROOKIE OF THE YEAR**  
Nicole Sanchez

**DOYLE PARGIN LIFETIME ACHIEVEMENT**  
Mary Romero

**AFFILIATE OF THE YEAR**  
Lloyd Swartz

## 2024 GAAR **GOOD NEIGHBORS**

Congratulations to our newly named Good Neighbor recipients who are being 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 2025 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](http://gaar.com/goodneighbor).



**Dana & Chad  
Akenhead**  
Simply Real Estate

**Presbyterian Ear  
Institute**



**Tracy Denton**  
Realty One of New Mexico

**Austin Denton  
Foundation**



**Rosemary Freelin**  
Realty One Group  
Concierge

**Rio Grande Valley  
Blue Star Mothers**



**Ida Kelly**  
Ida Kelly REALTORS®

**Eisenhower Community  
Service Club**



**Ahdohny & Mandisa  
Routheni**  
Simply Real Estate

**Juneteenth  
Renaissance Institute**

## 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 **Heart Gallery of NM Foundation**, the 2024 Grant Recipient. The Heart Gallery of NM focuses on “hard-to-place” and at-risk foster children. Learn more at [heartgallerynmfoundation.org](http://heartgallerynmfoundation.org).



The application for the next grant cycle opens in Spring 2025. To donate or learn more, visit [gaar.com/fund](http://gaar.com/fund).

## 2024 ANNUAL MEETING SPONSORS

2024 Diamond Sponsor



Teri Hatcher



Bridget Gilbert / Lara Garner



Janet Burks



Megan England



Jean Duran



Exceptional Service with Integrity

Ida & Channing Kelly



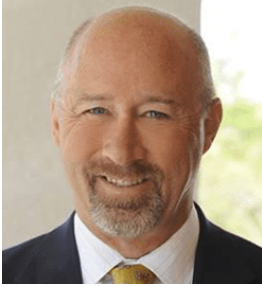
Rosie Harmon



RockNJess Villagomez



# GAAR STAFF



**Kent Cravens**  
Chief Executive Officer  
/ Government Affairs  
Director



**Gabe Baca**  
Videographer / Facility  
Coordinator



**Sarah Bernson**  
Marketing &  
Communications  
Specialist



**Jeannette Davidson**  
MLS Director



**Jane Fertig**  
Executive Administrator



**Nick Fowler**  
Chief Financial Officer



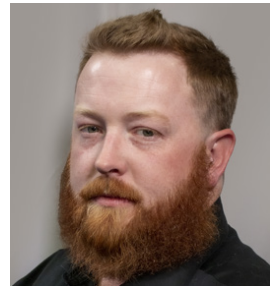
**Laura Harris**  
Director of  
Communications



**Yvonne Lynch**  
Member Support  
Coordinator



**Melody Marr**  
Director of Professional  
Standards



**Zach Martin**  
Member Support  
Coordinator



**Sarah McGeath**  
Professional Standards



**Cassie Montoya**  
Member Support  
Supervisor



**Josiah Pratt**  
SWMLS Coordinator



**Heather Price**  
SWMLS Coordinator



**Estrella Quinonez**  
Professional  
Development Supervisor



**Lauren Rysanek**  
Events & Program  
Administrator



**Emy Saavedra**  
Member Services  
Director



**Martina Smiley**  
Member Support  
Coordinator



# FINANCIAL REPORT

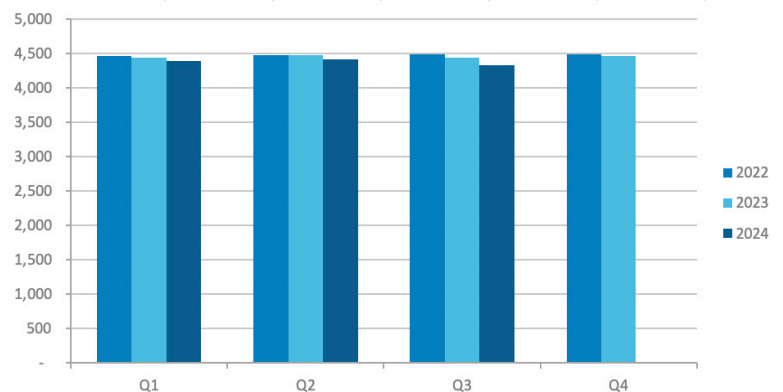
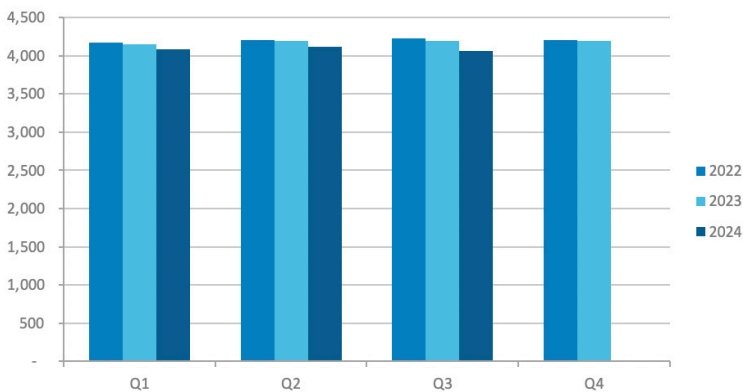
**A special thank you to our Treasurers:**

GAAR: Jenn Cody Martin

SWMLS: Teri Hatcher

ACTIVE GAAR MEMBERS (QTR TO QTR)

ACTIVE MLS PARTICIPANTS/SUBSCRIBERS (QTR TO QTR)



## GAAR & SWMLS FINANCIAL POSITION AS OF Q3 2024

Company	Assets	Liabilities	Reserves/Fund Balance
GAAR	\$12,372,846	\$3,360,471	\$9,012,374
SWMLS	\$4,551,510	\$1,115,090	\$3,436,420

\* 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 2023 audited financials please contact:

Nick Fowler at [nick@gaar.com](mailto:nick@gaar.com) or 505-724-3463



# 2024 IN PHOTOS

