1. Michelle Smith
Updated at Aug 14, 2024

Submission Date	Aug 14, 2024
Name	Michelle Smith
Brokerage Name	Coldwell Banker Legacy
City	Albuquerque
State	NM
Zip	87111
Number of Years as a REALTOR® Member:	18
Member Type: Please select Designated REALTOR®/Participant only if you are listed as the Designated/Qualifying Broker of your office.	REALTOR®/Subscriber
Are you a managing broker? If so, how many brokers do you supervise?	No
For which position are you applying?	Director (1 available)
Do you have any Code of Ethics violations or have you ever had any disciplinary actions from the New Mexico Real Estate Commission in the last 3 years? If yes, please elaborate. If no, indicate N/A.	N/A
Have you ever served as an Officer or Director of SWMLS or GAAR?	No
Have you served as a Chair of a SWMLS or GAAR Committee within the past 5 years?	Yes
Please list all SWMLS, GAAR, NMAR and 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.	I was the GAAR chair of the Pro-Standards Committee for both 2021 & 2022. This is my 7th year participating on GAAR's Pro-Standards committee. I was also the chair of SWMLS's Compliance Committee in 2016. I served on SWMLS's Compliance committee for several years prior to chairing. I participated for 1 year on SWMLS's technology committee. I am also an active member on GAAR's Rookie of the Year Committee as well as GAAR's Salesperson of the Year Committee.
Have you participated in GAAR's Leadership Development Program, NMAR's Growth and Involvement Program, or any other leadership training?	No
If yes, please provide program name and year completed. Please write N/A if not applicable.	N/A
How many transactions did you have within the last 12 months, August 1, 2023 to July 31, 2024?	35
Have you completed a Robert's Rules of Order and MLS Rules Refresher course?	Both Robert's Rules of Order and MLS Rules Refresher
What are your primary disciplines in your real estate practice? Check all that apply.	Residential

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

Global Luxury Specialist, Certified Relocation Specialist

Please list any REALTOR® designations you hold.

GRI, CRS, ePRO, ABR, CDPE, Ninja

Have you reviewed the Board Responsibilities document and do you agree to abide by these responsibilities?

Yes

Which technologies offered by SWMLS are your favorites, and why?

I utilize several of SWMLS technologies on a daily basis; a few of my favorites include: CRS Data, Infosparks, Transaction Desk, Forewarn & Showingtime. CRS Data is a tool I utilize to review property information including but not limited to: lot size, FEMA/floodplain information, ownership information, approximate square footage, mortgage, UPC & more! I utilize Infosparks regularly to analyze market trends. I utilize transaction desk for all of the contracts I write, this is an excellent technology that keeps all of my contracts & contacts organized in one platform. Forewarn is a technology that I utilize in a few different ways: if I have never met a potential client, I utilize Forewarn to verify the customer's information is true & accurate. I also utilize Forewarn in a reverse way which is to gather addresses (from phone numbers) to add to my database. ShowingTime has changed the way we schedule showings- it makes scheduling incredibly easy, it's also an excellent tool for listing brokers to track the activity on our listings, I also take advantage of the ShowingTime feedback which allows me to provide my sellers with candid feedback from showing brokers in a timely manner.

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 and Subscribers. What leadership skills do you bring to the role?

My experiences with Chairing Compliance allowed me to also participate with the Policy Committee & experience SWMLS Board meetings when the more significant SWMLS changes were being discussed. I think I have a vast knowledge of our MLS system, the accompanying technologies plus I bring an additional skillset & knowledge from the Pro-Standards committee. The leadership skills I bring are the abilities to successfully chair committees within SWMLS & GAAR. I also actively teach market stats utilizing our MLS & affiliate technologies to the Realtors within our company at our company sales meetings.

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

The role of our SWMLS is to create a comprehensive database of accurate information that all Realtor members and applicable affiliates can use in our local market place. Of course some of the greatest upcoming challenges could come as a result of the recent NAR changes- ie. how does compensation affect the accuracy of comps for both Realtors & appraisers? I think we could face additional unknown challenges in reporting accurate data as a result of the settlement.

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

Our SWMLS core software currently allows us to track several data fields which is important as the housing market especially as the amenities continue to modernize. SWMLS also offers a large variety of helpful affiliate technologies that were not available in the past. I see room for improvement when it comes to Infosparks & FastStats. These technologies need to improve the way that the data is collected & tracked. FastStats is the technology used to create GAAR's monthly statistical reports including the Green Sheet. See my answer regarding changes that are in the purview of SWMLS for further explanation as to why I feel there's room for improvement with these technologies.

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

I believe SWMLS should improve the way the data is pulled and used in the Green Sheet. The Green Sheet provided housing data to the public & our members, however, there's major inconsistencies which leads to inaccurate data. ie. Pull the July- 2024 Green Sheet, under "Inventory of Homes for Sale", look under "One Year Ago", "Detached" shows as 1312 (and hypothetically, this should reflect July 2023, Inventory of Homes for Sale, Detached). Now, pull the Green Sheet released in July 2023- under "Inventory of Homes for Sale", "Detached" shows 1178 (hypothetically, shouldn't this be the same number as reported above?). Why is there a discrepancy? Why isn't the data from the past concrete? What numbers should we be using to convey to the public & our members. The Green Sheet is a valuable resource that our members use on a regular basis. I believe the Green Sheet should to be improved to reflect consistent, accurate data.

Additional remarks by Candidate:

Thank you for your consideration, I would be thrilled with the opportunity to participate and contribute to the SWMLS Board of Directors!