

2. Teri Hatcher

Updated at Aug 12, 2024

Submission Date	Aug 12, 2024
Name	Teri Hatcher
Brokerage Name	Realty One of NM
City	ALBUQUERQUE
State	NM
Zip	87112
Number of Years as a REALTOR® Member:	19
Member Type: Please select Designated REALTOR®/Participant only if you are listed as the Designated/Qualifying Broker of your office.	Designated REALTOR®/Participant
Are you a managing broker? If so, how many brokers do you supervise?	21
For which position are you applying?	President-elect (Officer - one year term)
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.	No
Have you ever served as an Officer or Director of SWMLS or GAAR?	Yes
Have you served as a Chair of a SWMLS or GAAR Committee within the past 5 years?	No
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.	SWMLS BOD 2019-2023 SWMLS Executive-Treasure 2024 Professional Standards 2022, 2023 & 2024 REALTOR Fund 2024 NMAR BOD 2019, 2023, 2024
Have you participated in GAAR's Leadership Development Program, NMAR's Growth and Involvement Program, or any other leadership training?	Yes
If yes, please provide program name and year completed. Please write N/A if not applicable.	2022
How many transactions did you have within the last 12 months, August 1, 2023 to July 31, 2024?	11
Have you completed a Robert's Rules of Order and MLS Rules Refresher course?	Robert's Rules of Order
What are your primary disciplines in your real estate practice? Check all that apply.	Residential Property Management

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

Residential Real Estate Council

Please list any REALTOR® designations you hold.

Certified Residential Specialist, Certified Negotiation Expert, Military Relocation Professional, Accredited Buyers Representative, At Home With Diversity, Pricing Strategy Advisor

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?

Naturally I am parital to all my day to day technologies. I belong to other associations and the more I use other formats, the better I like FlexMLS. I think Supra & ShowingTime is a saving grace, when purchasing a home in a small NM town I was stunned that they were still running keys in and out of offices and using contractor boxes. The safety provided to our sellers and the ease to members with Supra and ShowingTime isn't realized until you don't have it. I love ForeWarn. I thought it was a nice feature, but after using it, it has saved time and trouble for myself and my associates on more than one occasion. It's comforting to be able to verify what you have been told before meeting a stranger.

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 greatest asset to SWMLS is my prior experience. When I first began to serve as a director, I think I spent the first twelve to eighteen months feeling like I was trying to drink a sip of water from a fire hose. It was at times overwhelming. Being consistent in my service has been a constant improvement in my skills and understanding of the technologies currently available as well as those potentially in the works for our industry. I also think the Associate Brokers I serve as a Qualifying Broker are an amazing asset. It enables me to have an even broader perspective, it's not just my experiences in my production, but also theirs and the questions and struggles they deal with that help me to be more well-rounded in our industry challenges and victories.

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

SWMLS is constantly trying to evaluate the most beneficial technologies we can provide to our membership. This is a constantly moving target with technology being so fluid and constantly evolving. SWMLS works hard to spend membership dues wisely and negotiate contracts for these products as well as we can to make good on membership dues. Our greatest most used product is our MLS itself. Many hours are spent and many committees are held to constantly improve the data the MLS provides to our membership as well as what the public sees. The most critical role we play is ensuring data is accurate and readily available to enable our members to cooperate and serve the public as best we can. This year an enormous amount of time has been put into the pending lawsuits to ready ourselves for the industry changes with as few hiccups as possible and I feel this will continue to be at the forefront for us for the next several months at a minimum as things become finalized and our industry adjusts to the newness and overcomes the unknowns.

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

Right now we are getting generally positive feedback on our current technologies. We do have some contract renewals coming up but paying attention to any new offerings as well as costs helps SWMLS be prepared to evaluate and renegotiate anything needed. We are lucky to have an active Tech Committee that is willing to be plugged in on the up and coming and provide feedback as well. We felt a little behind with our forms providers as we waited for our new forms to be loaded, but were able to be patient realizing the entire country is in flux with changes being added. In spite of having generally positive things to say about our current software, we always need to be looking ahead.

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

We are starting to see more multiple listing services join forces and expand their areas of coverage. I think we will see more and more of this over the country now that the offer of compensation is no longer a key point in the MLS. SWMLS has been conservative in budgeting as well as our approach to the lawsuit changes while we wait for everything to "shake out". We are perfectly poised to support smaller multiple listing services enabling all of us to do business on a broader more informed scale and grow our community.

Additional remarks by Candidate:

I have very much enjoyed my time with SWMLS. We hope to bring continuity to the boards by encouraging new directors to volunteer and ultimately step up into executive leadership and see the roles through from Treasure through President. While it's good to have a solid line of experience we also hope to bring in new perspectives to carry our board forward so I encourage anyone to consider serving in a capacity they find interesting.