



ANNUAL REPORT 2025

“Far and away the best prize that life has to offer is the chance to work hard at work worth doing.”

— Theodore Roosevelt

ABOUT US

A Legacy of Leadership in Real Estate

The Arlington Board of REALTORS® (ARBOR) is a non-profit professional trade association proudly serving more than 3,000 REALTORS® and Industry Partners across Ellis, Hill, and Tarrant Counties in the Dallas/Fort Worth Metroplex. As a local affiliate of Texas REALTORS® and the National Association of REALTORS®, our members adhere to a strict Code of Ethics, setting a higher standard of professionalism in the real estate industry.

ARBOR provides exclusive access to tools, education, market data, and professional development opportunities that empower our members to deliver exceptional service. Our members enjoy the benefits of advocacy at the local, state, and national levels, ensuring that homeownership rights and the real estate profession are protected and advanced.

In addition to MLS services and business resources, we offer a robust calendar of events, continuing education, industry certifications, and leadership development programs—including our facilitation of the Texas REALTORS® Leadership Program (TRLP).

ARBOR is deeply committed to strengthening communities, fostering ethical business practices, and supporting our members in doing Work Worth Doing.



Since our inception, the Arlington Board of REALTORS® (ARBOR) has been at the forefront of supporting real estate professionals in Arlington and the surrounding areas.

2025

LEADERSHIP



Corey Harris

President



Larry Hurley

Immediate Past President



Martha Dent

President-Elect



Paula Wommack

Secretary / Treasurer

The ARBOR REALTORS® staff is committed to delivering dependable service, expert guidance, and steady support for our members. Across membership, MLS, education, communications, technology, and compliance, our team works every day to uphold the standards of the REALTOR® organization and advance the mission of protecting property rights and promoting homeownership. Together, we focus on efficient operations, transparent processes, and meaningful solutions that help our members succeed in a rapidly changing real estate landscape.



Taylor Oldroyd

Chief Executive Officer
(CEO)



Teri Woodson

Exec. Dir. of Member
Services & Engagement



Jessica Gauthier

Dir. of Communications &
Public Relations



Gloria Hill

Dir. of Professional
Development



Walt Loonam

Dir. of Association
Management, MLS



Melissa Hagood

Dir. of Membership & MLS
Specialist



Vicki Williams

Membership Specialist



Jordyn Short

Membership Specialist &
Event Center Coordinator

ARBOR STAFF

LETTER FROM THE CEO

TAYLOR
OLDROYD

CEO

2025 has been a defining year for ARBOR REALTORS®. While challenges were ever-present, what stood out most was the remarkable dedication of our volunteer leaders who embodied our theme: *Work Worth Doing*. Their commitment strengthened our association during moments that tested our resolve.



Despite the distraction of a lawsuit, ARBOR continued to deliver the tools, education, advocacy, and member services our members and communities rely on. Our new RISE Strategic Plan has served as a steady guide, keeping us focused on what matters most: You!

ARBOR continues to set a high standard for member service. As CEO, I remain committed to leading with honesty, integrity, and transparency. My door is always open to those who seek to understand and work collaboratively. Partnership is essential to a strong, member-focused association.

Our staff also exemplified *Work Worth Doing*. I encourage you to thank them for their service and dedication. This year, we recognized team members with the Hinge Award. This award honors those who demonstrate what it means to be Anchored, Present and Relevant, Committed to Growth, United, and Focused. A hinge is small but essential; it helps doors open smoothly and reliably. At ARBOR, we strive to be that hinge for each other, for our members, and for our mission.

I also extend my sincere appreciation to 2025 President, Corey Harris, for demonstrating exceptional leadership in a year of significant adversity. His energy and resolve reflect the true spirit of service.

Congratulations to our Annual Award recipients and to our 2026 leadership team. There is important work ahead, and together, we will continue to deliver *Work Worth Doing*.

- Taylor Oldroyd



2025 PRESIDENT

COREY HARRIS

Dream
City
Reality

As we reflect on 2025, I am reminded of the strength, resilience, and dedication that define ARBOR REALTORS®. A structure is only as reliable as its ability to weather the storm, and I am more confident than ever of the strength of ARBOR. Our foundation has been tested and it did not falter. I am proud of who we are, and I am proud of the dedication we have given to this great association. This year has brought challenges, opportunities, and meaningful progress, and it has been an honor to serve alongside so many who embody our shared commitment to Work Worth Doing.

I want to extend my sincere appreciation to Larry Hurley, Immediate Past-President, for his steady guidance and unwavering support. Life has a way of providing you with the mentors you need, when you need them. His leadership has been instrumental in shaping our direction and preparing us for the work ahead, and, above all, he has been a good friend.

My gratitude also goes to CEO, Taylor Oldroyd, and the entire ARBOR Staff. Their professionalism, commitment, and daily efforts ensure that our members receive the high-quality services, advocacy, and support they deserve. Their work often happens behind the scenes, but its impact is felt by every member of this association.

A special thank you is owed to our volunteer leaders; committee Chairs, Vice-Chairs and members, and countless others who give their time, expertise, and energy. As a member-run organization, ARBOR's success is directly tied to the people who show up, contribute ideas, and help move our mission forward. Your service strengthens our association and elevates the entire REALTOR® community.

While it has been the honor of my professional life to preside over this board as your President, all credit and praise belong to the governing body and the only true seat of authority in our organization; the Board of Directors. No President could have asked for a better group of Directors. I could not imagine where we would be without so many true professionals who maintained, throughout the year, a steadfast dedication to truth and honor. I love every one of you, and you will forever hold a debt that I could not repay.

As we look to the future, I congratulate our incoming President, Martha Dent. I wish her a blessed year and offer my services and support whenever called upon. I encourage every member to take an active role in shaping what comes next. Whether by joining a committee, attending events, participating in advocacy, or sharing your voice in the decision-making process, your involvement makes a meaningful difference. ARBOR is strongest when our members engage, collaborate, and lead.

Thank you for the privilege of serving as your 2025 President. Together, we will continue to do Work Worth Doing.

-Corey Harris

ARBOR BY THE NUMBERS

Agent
Members

3085

272

Affiliate
Members

Events Hosted

58

108

classes

1235

students

STRATEGIC PLAN PROGRESS: RISE 2025-2027

Reach. Innovate. Serve. Engage.



ARBOR REALTORS®' 2025–2027 Strategic Plan provides a clear, forward-focused framework to guide the association's work and fulfill its mission. Built through broad stakeholder input, the plan outlines measurable goals and tactics across four priorities: Reach, Innovate, Serve, and Engage (RISE) to strengthen member services, expand community impact, and ensure continued compliance with NAR Core Standards.

The plan is reviewed regularly by leadership, staff, and the Board of Directors to ensure accountability and sustained progress. Its purpose is to unite the association around shared objectives, support decision-making, and position ARBOR REALTORS® for long-term success as a strong, member-driven organization.

Reach

Goal 1: Increase Membership Through Recruiting & Regional Outreach | ~17%
Goal 2: Expand Community Partnerships | ~7.5%
Goal 3: Launch Consumer Protection & Outreach Campaigns | ~3%
Goal 4: Engage Local Officials | ~16%

Innovate

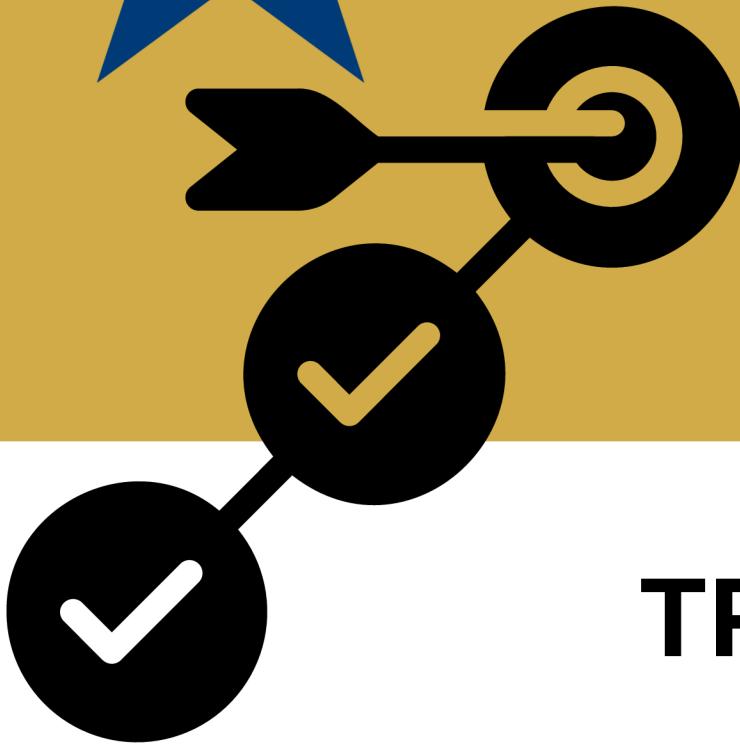
Goal 1: Increase Tech Integration At All Levels | ~30%
Goal 2. Produce Public Promotion Campaigns | ~5%
Goal 3. Research and Implement Member Engagement Tools | ~70%
Goal 4. Explore Non-Member MLS Integration | ~8%
Goal 5. Adopt Educational Innovation | ~8%

Serve

Goal 1. Create Member Recognition Programs | ~30%
Goal 2. Develop Community & Consumer Engagement Opportunities | 0%
Goal 3. Expand Ed & Training Course Offerings | ~43%
Goal 4. Increase Agent & Broker Support | ~9%

Engage

Goal 1. Increase Broker Engagement Opportunities | ~25%
Goal 2. Develop Member Retention & Engagement Programs | ~17%
Goal 3. Increase Event & Program Participation | ~25%



- Protects private property rights
- Supports pro-homeownership candidates
- Advances fair housing initiatives
- Defends against harmful legislation
- Strengthens the business environment for REALTORS®

TREPAC Impact

TREPAC remains a cornerstone of our advocacy efforts, ensuring that private property rights, homeownership, and the real estate profession stay protected at every level of government. The 2024–2025 TREPAC year was a strong reflection of our members' commitment to safeguarding the future of our industry.

TREPAC Year: 2024–2025

- **Quota: \$108,045**
- **Goal: \$110,000**
- **Total Raised: \$129,776**

Surpassing both our quota and our goal demonstrates the strength and dedication of ARBOR REALTORS® investors. Every dollar contributed supports candidates and policies that uphold fair housing, reduce regulatory burdens, and protect the ability of Texans to buy, sell, and own property.

Thank you to every member, major investor, and volunteer who helped us exceed expectations this year. Your commitment ensures that the REALTOR® voice remains strong and influential in the decisions that shape our communities.

Together, we continue to advocate for property rights—and lead the way in Work Worth Doing.

GOVERNMENT AFFAIRS COMMITTEE

When ARBOR REALTORS® members **Vote • Act • Invest**, the results speak for themselves. In 2025, the Government Affairs Committee (GAC) delivered strong advocacy outcomes at both the local and state levels, reinforcing ARBOR's role as a trusted voice for real estate, property rights, and housing accessibility.

Advocacy & Election Results

During the 2025 election cycle, ARBOR-supported candidates won **66.67% of local races**, while **Texas REALTORS®-supported candidates achieved an 81% statewide success rate**. These results reflect the impact of coordinated advocacy, member engagement, and strategic investment through TREPAC.

GAC members and ARBOR leadership were also active throughout the community, participating in charitable organizations, Chambers of Commerce, and civic engagement efforts. These relationships continue to strengthen business coalitions and elevate REALTOR® perspectives in local decision-making.

Local Leadership & Policy Engagement

The Government Affairs Committee contributed to updates to the **Arlington Development Code**, ensuring REALTOR® insight was included as policies evolved. ARBOR member Niña Henderson and CEO Taylor Oldroyd served on the **Arlington Comprehensive Plan Steering Committee**, helping shape the city's 20-year vision focused on vibrancy, safety, connectivity, sustainability, and economic growth.

ARBOR leadership maintained a visible presence across key civic boards. CEO Taylor Oldroyd graduated from the **Medal of Honor Griffin Institute Leadership Cohort** and serves on the **Arlington Sister City Board of Directors**. ARBOR President Corey Harris serves on the **Downtown Arlington TIRZ Board** and the **Parks and Recreation Board**, and graduated from the **Arlington Civic Engagement Institute**. These roles help ensure REALTOR® voices remain engaged in critical conversations impacting the community.

The GAC also worked toward the development of a **Form-Based Code** to guide the future of Arlington's Greater Downtown area, supporting thoughtful growth and long-term economic vitality.

Texas 89th Legislative Session

REALTOR® Day at the Capitol was a highlight of the year, with two busloads of ARBOR advocates meeting directly with state legislators. The outcomes of the 89th Texas Legislative Session were exceptional:

- **100% of Texas REALTORS® Priority Bills passed**
- **54 additional real estate-friendly bills passed**
- **All 150 bills opposed by Texas REALTORS® failed**

Key legislative victories protected property rights, strengthened the real estate profession, and advanced housing affordability and supply. Major successes included expanded property tax relief, protections for agricultural operations, safeguards for fair housing compliance, and legislation supporting housing density, adaptive reuse, and infrastructure investment.

Significant progress was also made on issues impacting homeowners directly, including HOA governance reforms, insurance transparency and affordability, flood mitigation, water infrastructure funding, and enhanced consumer protections.

Special Sessions & The Interim

The Texas Legislature adjourned in September 2025 following two special sessions. Throughout both sessions, Texas REALTORS® remained actively engaged—ensuring REALTOR® businesses, clients, and property owners were represented as critical policies were debated and enacted.

As the Legislature enters the **interim period**, advocacy work continues. Texas REALTORS® and ARBOR's Government Affairs Committee remain focused on monitoring implementation of new laws, participating in legislative reviews, and preparing for future sessions. Advocacy remains a year-round commitment, and the groundwork laid in 2025 positions ARBOR REALTORS® for continued success.



COMMUNITY ENGAGEMENT

Community Service Foundation

2025 Year in Review

The Community Service Foundation (CSF) advanced its mission in 2025 by supporting homeowners in need, strengthening organizational processes, and expanding its role as a community partner. Guided by dedicated volunteer Advisors and supported by ARBOR REALTORS®, the Foundation focused on responsible stewardship, effective outreach, and long-term sustainability.

Homeowner Assistance

Throughout the year, CSF reviewed and managed multiple homeowner referrals, prioritizing safety, habitability, and essential repairs.

Key highlights included:

- Completion of the Cavalier project, with CSF covering the deductible to finalize the roof and window repairs.
- Assessments, outreach, and coordination on several applications in Arlington and Grand Prairie, ensuring each case was thoroughly evaluated for eligibility and need.
- Collaboration with contractors, utility partners, and faith-based organizations to support tree removal, exterior repairs, porch safety issues, and storm-related cleanups.

Governance & Program Improvements

2025 marked significant progress in modernizing CSF's operational framework:

- The Qualification Task Force updated the Neighborhood Assistance Program application and criteria to improve clarity and consistency.
- The Panel approved key bylaw amendments, including quorum clarification and advisor attendance expectations.
- New processes were adopted to ensure stronger documentation, transparency, and long-term organizational stability.

These updates ensure the Foundation is well-positioned to serve the community with fairness, consistency, and efficiency.

Financial Stewardship

CSF maintained a disciplined approach to financial management with a strong focus on sustainability:

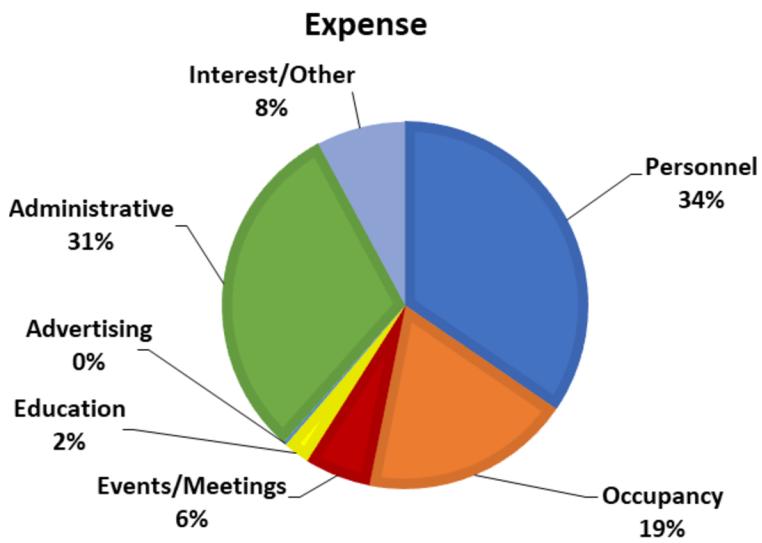
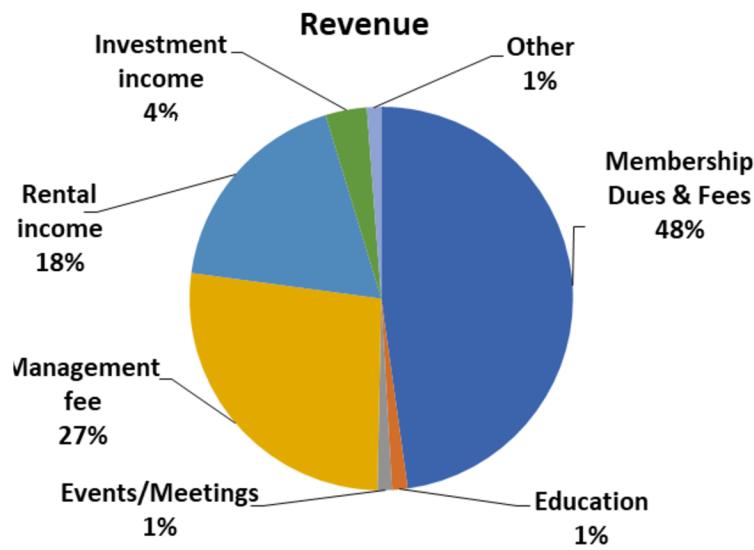
- Account Balance \$75,989 (as of October 2025)



FINANCIAL SUMMARY: ARBOR

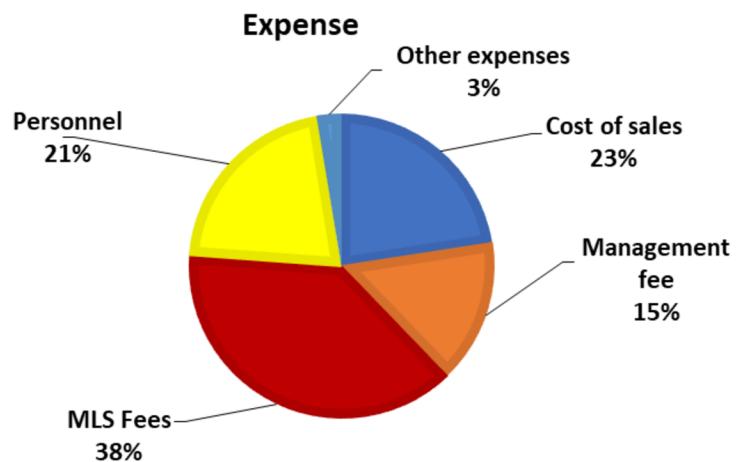
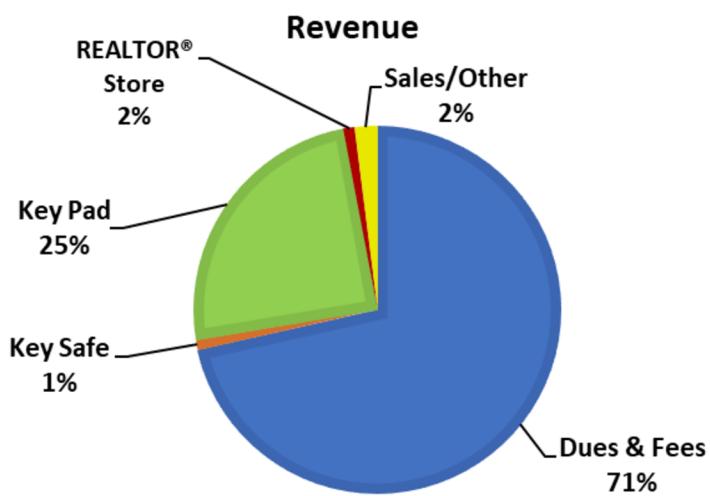
Revenue	\$
Member Dues & Fees	557,038
Education	15,352
Events/Meetings	14,280
Management Fee	312,500
Rental Income	211,726
Investment Income	40,648
Other	14,162
Total Revenue	1,165,705

Expenses	\$
Personnel	435,665
Occupancy	234,419
Events/Meetings	73,556
Education	29,341
Advertising	3,689
Administrative	385,428
Interest/Other	99,319
Total Expenses	1,261,417



FINANCIAL SUMMARY: NTREC

Revenue	\$	Expenses	\$
Dues & Fees	1,484,057	Cost of Sales	461,076
Key Safe	18,533	Management Fee	312,500
Key Pad	513,450	MLS Fees	784,242
Supra Activation	19,831	Personnel	435,329
Sales/Other	39,921	Other Expenses	52,263
Total Revenue	2,075,792	Total Expenses	2,045,410



FINANCIAL SUMMARY

ARBOR Balance Sheet

Total Assets:	\$5,861,147
Total Liabilities:	\$1,918,073
Total Equity:	\$3,943,073
Total Liabilities & Equity:	\$5,861,147

NTREC Balance Sheet

Total Assets:	\$1,498,968
Total Liabilities:	\$ 496,072
Total Equity:	\$1,002,896
Total Liabilities & Equity:	\$1,498,968

2024 Annual Audit Report Summary

The independent audit confirmed ARBOR REALTORS®' financials are sound and well managed. The audit found no material issues, reinforcing strong financial controls and transparency, and affirmed the Association's overall fiscal health and stability.

COMMUNICATIONS UPDATE

In 2025, ARBOR Communications launched a new website at the beginning of the year, improving functionality and creating a more intuitive user experience for members and the public. ARBOR also introduced a new mobile app, called the ARBOR Hub, offering members a new way to engage with their Association and access information more efficiently.

Digital engagement remained strong across platforms. Facebook generated 176,024 total views, while LinkedIn activity showed increased visibility and interaction during the reporting period. Email communications continued to perform well, with an average open rate of 55.99%, reflecting effective targeting and relevant messaging.

Available Now
ARBOR Hub

Access your association like never before.



MEMBER RECOGNITION

2025 ARBOR Award Winners



Affiliate of the Year:
Laura Woolsey
Cross Country Mortgage



Edgar Bird Meritorious Service Award:
Dixon R. Holman
Dream City Realty



REALTOR of the Year & Fleetwood Newberry Award:
Larry Hurley
Green Oaks Realty

2025 YPN Pacesetters

Laura Woolsey, Cross Country Mortgage
Layla Kawar, Better Homes & Gardens, Winans
Michael Barnett, Fritz Realty Group



COMMITTEE UPDATES



YPN Committee

Young Professionals Network (YPN) Committee
In 2025, the YPN Committee delivered several successful engagement and fundraising events. The committee hosted a Ping Pong Tournament on Thursday, July 24, 2025, raising funds in support of TREPAC. YPN also organized a pickleball tournament at Chicken N Pickle in Grand Prairie and hosted the third annual Pacesetter Awards at the Arbor Event Center on Thursday, September 25, 2025. Together, these events strengthened networking opportunities while advancing advocacy and professional development efforts.



COMMITTEE UPDATES

Community Service Committee

The Community Service Committee had a strong year of outreach and impact. The committee hosted its second Brainiac Bash, raising funds for the Community Service Foundation, and led the Dress to Impress clothing drive benefiting The Heights in Midlothian, providing professional attire for individuals attending court or job interviews. The committee also earned first place in the Non-Profit category at the Arlington Independence Day Parade and organized a Gift Drive for Teens benefiting ACH, collecting approximately \$2,000 in gifts for local teens.



Affiliate Committee

The Affiliate Committee focused on strengthening connections between members and affiliate partners across the region. The committee hosted a happy hour in Midlothian that served as an expo for members in Ellis and Hill Counties, as well as a successful Fall Affiliate Expo in Arlington. In addition, the committee launched Shop Local at ARBOR, an initiative designed to encourage REALTORS® to support affiliate members throughout their real estate transactions.

COMMITTEE UPDATES



ARBOR REALTORS
LUNCH WITH LENDERS
Your questions answered

Meet the Lenders

CHRISTOPHER HALL, Amegy Bank of Texas
ANGIE VICKERMAN, Security State Bank & Trust
LAURA WOOLSEY, CrossCountry Mortgage, LLC

Reserve your seat today — space is limited!
Visit your Member Portal to RSVP.

Friday, Oct. 17
11:00 AM – 1:00 PM
ARBOR Arlington
Lunch Provided
RSVP Required in your Member Portal

Education Committee

The Education Committee delivered a strong year of learning and professional development. The committee received 75 scholarship applications and awarded five \$1,000 scholarships to local students. In addition, four free education events were offered to members throughout the year.

Programming included an AI-focused session featuring Mike Mills, an Insurance Happy Hour in partnership with the YPN Committee with panelists Brad Bingham (Allstate Insurance) and Tyler Woolsey (Rollo Insurance), and a Power Panel Lunch with Tim Angel, Lauren Kerschen, Chad Smith, and Kari Lindstrom focused on business growth and long-term relevance. The year concluded in November with Economic Edge, featuring Jason Moore from the City of Mansfield Economic Development Department and Marty Wieder from the Arlington Economic Development Department.

Community Outreach Task Force

The Community Outreach Task Force focused on hands-on service throughout the year. In February, the task force collected and donated blankets and slippers to a local assisted living center, followed by a school supply drive benefiting Ellis County schools in June. In September, members collected and donated warm clothing to Ennis Cares, and the year concluded with volunteers sorting food at the Waxahachie Food Pantry in November. These efforts reflect ARBOR REALTORS® continued commitment to meeting community needs through direct service.



EVENTS & GUEST SPEAKERS

In 2025, members heard from a wide range of industry, civic, and community leaders, including:

- Eugene Lockhart, former Dallas Cowboy, with an inspirational “RISE and Grind” message
- Arlington Economic Development Corporation on business growth and expansion
- Recognition of Charles Finicum with a formal proclamation
- Rob Matwick, Texas Rangers, sharing World Series highlights
- Arlington Mayor Jim Ross and DWG Mayor Bianco with community updates
- Arlington Chamber CEO Michael Jacobson and City Manager Trey Yelverton on FIFA and IndyCar impacts
- TxDOT on the Southwest Connector project
- Representative David Cook with a legislative update
- Ben Hines and Holland with an ICSC 2025 DFW market report
- Texas REALTORS® CEO Mike Barnett sharing his vision
- Downtown Arlington and Arlington Planning and Development on downtown growth and the Form-Based Code
- NTREIS CEO Chris Carrillo on the future of the regional MLS
- Mansfield City Manager Joe Smolinski on local growth
- Tarrant County District Attorney Phil Sorrells on public safety
- Crexi highlighting commercial real estate tools



WHAT TO EXPECT IN 2026

In 2026, ARBOR REALTORS® will continue building on the momentum already underway through the Strategic Plan. RISE in Action reflects a sustained focus on implementation: Advancing initiatives, strengthening accountability, and expanding impact across Reach, Innovate, Serve, and Engage. The year ahead is about deepening progress and delivering meaningful, measurable results for our members and communities.

- Reach | Expanding engagement, visibility, and access to Association resources across all service areas.
- Innovate | Advancing technology, education, and operational improvements that support members and staff.
- Serve | Strengthening advocacy, professional standards, and community impact.
- Engage | Creating meaningful opportunities for involvement, leadership development, and connection.

The logo features the words "RISE in Action" in a bold, sans-serif font. The letters are primarily blue, with some orange and brown outlines. The "in" is smaller and positioned between "RISE" and "Action". The background of the logo is a stylized graphic of three overlapping triangles in blue, green, and orange, with radiating lines behind them.

2026 IS ABOUT
PROGRESS,
ACCOUNTABILITY,
AND MOMENTUM



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