

Annual Report 2021



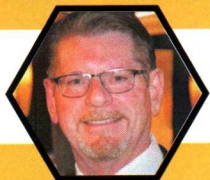
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2021 BOARD OF DIRECTORS



Dixon Holman
Chairman



Sarah Mascarenas
Chair Elect



Robyn Eastman
Secretary/Treasurer



Barbara Landers
Past Chair



Martha Dent
NAR Director



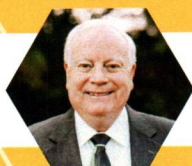
Joanne Justice
NAR Director



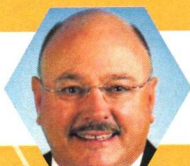
Tim Beary
Region 3 VP



Alberto Vazquez
TR Director



Mike Hale
TR Director



Rod Macdonald
TR Director



Teresa McNiel
Ellis Hill Director



Ingrid Sullivan
NTREIS Director



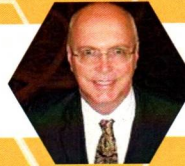
Jan Peterson
Director



Christopher Craig
Director



Chris Beary
Director



William Cady
Director



Sundee Hinchliffe
Director



Larry Hurley
Director



Lilibeth Olvera
Director



Lara Jobe
Director



Sharon Parrish
Director



Jody Kautz
Director



Carolyn Gaynor
Director



Corey Harris
Director



Kim Jansonius
Director

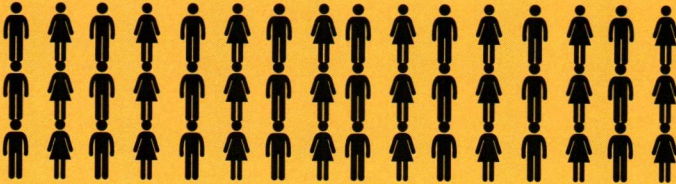


Amy Cearnal
Director

MEMBERSHIP & CEO MESSAGE



25
Directors



3475
Board
Members

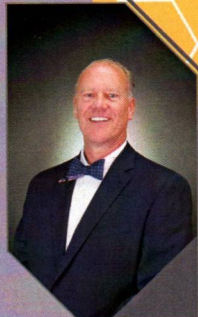
Dear ARBOR Board of Directors and Members,

It has been my distinct honor to serve as President and CEO this past year. I have now been with ARBOR for almost 2 years. During that time, I have encountered some of the best examples of volunteer, servant leadership I've ever experienced. Working side by side with so many of our amazing volunteers and dedicated staff has allowed us to stay focused on our members and accomplish our plan and goals.

2021 allowed us to reengage in new ways and I enjoyed the challenge to become ARBOR Superheroes. **We crushed it in TREPAC, produced an excellent, fun TV commercial, and continued our committees and community engagement efforts.**

The 2021TEAM Strategic Plan was a huge success. We worked together as 1 TEAM to deliver the quality of services that ARBOR members expect...and now it is time to **Aim higher in 2022.** Thanks for the opportunity to be part of the ARBOR family.

-Taylor Oldroyd
CEO/President



Taylor Oldroyd
President/CEO



Teri Woodson
Chief Operating Officer



Erica Wise
Operations Manager



Ian Craft
Communications
Director



Walt Loonam
MLS/IT Director



Vicki Williams
Education Director



Melissa Hagood
Membership Director



Princess Moore
Membership Specialist



Kelly Tennyson
Membership Specialist



Diana Lozano
Office Manager-Ellis Hill



Lindsey West
Receptionist

**A
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Chairman Message



Serving as the Chairman of the Arlington Board of REALTORS® for the past two years has been a distinct honor and privilege.

Together we have faced the challenges of the transition to new association leadership, a global pandemic and economic uncertainty, a historic winter storm, rapidly growing membership, and a market unlike any in recent memory.

I am proud of the fact that we have worked diligently and successfully to raise the profile of the Arlington Board of REALTORS among community leaders and organizations by demonstrating that our professional members are indeed the expert voice regarding real estate issues. This year, we challenged ourselves to become ARBOR Superheroes. As we opened back up, we re-engaged and celebrated together in our beautiful newly refurbished building.

As we wrap up 2021 and gear up for the new year, I believe that ARBOR is stronger than ever and ready for the future.

As we wrap up 2021 and gear up for the new year, I believe that ARBOR is stronger than ever and ready for the future. While my time as Chairman is coming to an end, my resolve to serve our communities and our members will not waiver.

The list of accomplishments this year is long but I'm particularly pleased that our Community Service Foundation continued its strong tradition of serving our community.

Chairman Message

The newly created Diversity, Equity, and Inclusion (DEI) Committee completed its first year of extensive meetings by crafting a powerful and forward-thinking Mission Statement. Our recently formed Communication Committee energetically forged ahead and produced ARBOR's first ever TV Commercial and Digital PR Campaign.

We exceeded our TREPAC goals with a record-breaking year. Our advocacy efforts produced some clear wins for our industry, including supporting highly qualified candidates and collaborating on the creation of a new and innovative Arlington Mayor's Real Estate Advisory Committee. It is essential that we continue to fight for property rights and help maintain our region as a great place to live, work, and play.

“ Thank you all for your service. YOU are the real difference makers. ”

**-Dixon Holman,
2020 & 2021 Chairman of the Board**

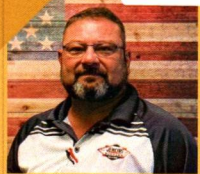
I am also particularly excited about the 2021TEAM Strategic Plan, which focused on you, our members, and our commitment to serving you in even more relevant ways. This effort was a tremendous success and the foundation of our focus to ensure that ARBOR keeps our members and their interests as its top priority.



I could never have anticipated that serving ARBOR would result in a two-year term as Chairman and while I am excited to pass the gavel to Sarah Mascarenas, who is prepared to do a fantastic job, I am also excited to continue serving on the leadership team as Immediate Past Chairman and face the challenges of 2022 with optimism and determination. Because I know that together there is nothing that we cannot do.

2021 Award Winners

Affiliate of the Year



Jim Lero - Jenkins Roofing

This award is presented to one of our Affiliate members for their leadership, support, and contributions to the betterment of the Arlington Board of REALTORS. Consideration should be given to a member in good standing, active in committee work, consistently present at Board activities, and the willingness to devote their time and talents to our Association.

Rookie of the Year



Sheri Ossorio - RE/MAX Elite

This award is designated to honor a REALTOR who is new to the real estate profession (with no more than 18 months of experience). Also, this award honors someone who is enthusiastic, cooperative, participates in ARBOR committees and events, shows the ability to use time wisely, and features overall sales production.

Edgar Bird Award



Doris Washington - RE/MAX Elite

Edgar Bird was the first President of the Arlington Board of REALTORS and served as Chairman three times. This award is presented to a REALTOR who has achieved long and continued membership in ARBOR, enduring dedication to goals and ideals of the REALTOR, and 5 years combined service on a standing committee, or as a Board Officer or Director.

REALTOR® of the Year

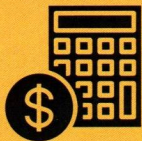


Robyn Eastman - TwentyTwo Realty

This award is presented to a REALTOR for their exemplary efforts in improving and supporting the REALTOR organization, the real estate professional, and their community. Consideration should be given to the following: Board involvement, community involvement, national and state REALTOR involvement, and other accomplishments in real estate or community.



TREPAC Major Investors



ARBOR leaders invest in
TREPAC and our future.

The 2021 TREPAC MAJOR INVESTORS

GOLDEN R

-\$5,000 Investment



Dee Davey
Goosmann
Realty



Martha Dent
RE/MAX
Arlington



Dixon Holman
Front Real Estate
Co.

CRYSTAL R

-\$2,500 Investment

STERLING R

-\$1,000 Investment



Tim Beary
Beary Nice Homes



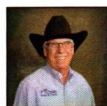
Pamela Bookout
Coldwell Banker



Christopher Craig
Heart Meets Home



Robyn Eastman
Twenty-Two
Realty



Rich Frazier
Frazier Roofing
& Gutters



Shannon Ferry-Moser
Sterling Real Estate



Carolyn Gaynor
DFWProperties.net



Mike Hale
Mike Hale Realty



Daniel Hamilton
Alliant National
Title Insurance



Corey Harris
Keller Williams



Niña Henderson
Better Homes &
Gardens, Winans



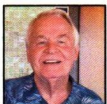
Sundee Hinchliffe
Ebby Halliday



Larry Hurley
Green Oaks Realty



Debbie Hogan
Hogan Park



Roy Hogan
Hogan Park



Joanne Justice
Coldwell Banker



Jody Kautz
RE/MAX
Arlington



Barbara Landers
Coldwell Banker



Sarah Mascarenas
RE/MAX Elite



Rod Macdonald
Better Homes &
Gardens, Winans



Jo Ann Moore
Ebby Halliday



Taylor Oldroyd
ARBOR



Linda Olson
Better Homes &
Gardens, Winans



Lilibeth Olvera
Universal Realty
Inc.



Sharon Parrish
RE/MAX Elite



Regan Parsons
Korreck General



Alberto Vasquez
Avazo Realty
Group



Anna Williams
Better Homes &
Gardens, Winans



Mike Williamson
JP & Associates
REALTORS



Erica Wise
ARBOR



Teri Woodson
ARBOR

CAPITOL CLUB

-\$500 Investment

Brandon Baker, Robyn Barrere, Chris Carson, Amy Cearnal, Jessica Craig, Bart Cook, Patti Derden, Melody Dixon, Elaine Dodson, John Fitch, Richard Garropy, Hannah Hickman, Lanae Humbles, Todd Jenkins, Walt Loonam, Angie Sinn

LONESTAR STATESMAN

-\$250 Investment

Nicky Austin, Cecilio Bustamante, Cheryl Cabanski, Jeff Cassell, Deborah Lyon-Costa, Pete Dunham, Michael Edwards, Rachael Fierro, Lara Jobe, Hans Kautz, Mark McConachie, Shannon Ferry-Moser, Sheri Ossorio, Jennifer Redmond, Michael Redmond, June Redmon, Brandi Shapiro, Francine Wharton, Brandi Wright, Mike Yeandle

Market Snapshot

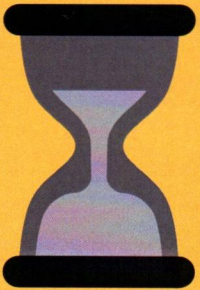


\$320,900

Median price of closed sales

43,340

Active Listings



35

Days on Market



42

Days to Close

98.9%

Close/Original List



Market Snapshot

Arlington Housing Report

2021



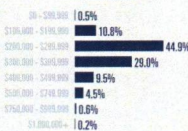
Median price

\$285,000

↑ **17.8%**

Compared to 2020

Price Distribution



Active listings

↓ **37.4%**

316 in 2021



Closed sales

↓ **0.8%**

4,390 in 2021



Days on market

20

Days to close

32

Total

52

12 days less than 2020



Months of inventory

0.5

Compared to 0.7 in 2020

About the data used in this report:
Data used in this report comes from the Texas Real Estate Data Release Project, a partnership among the Texas Association of Realtors and local REALTORS® associations throughout the state. Analysis is provided through a research agreement with the Real Estate Center at Texas A&M University.

TEXAS REALTORS® Texas Real Estate Research Center



Mansfield Housing Report

2021



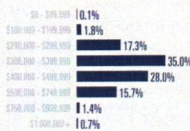
Median price

\$386,794

↑ **17%**

Compared to 2020

Price Distribution



Active listings

↓ **33.1%**

101 in 2021



Closed sales

↓ **12.6%**

1,115 in 2021



Days on market

22

Days to close

39

Total

61

11 days less than 2020



Months of inventory

1.0

Compared to 0.8 in 2020

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TEXAS REALTORS® Texas Real Estate Research Center



Hill County Housing Report

2021



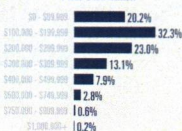
Median price

\$190,000

↑ **18.6%**

Compared to 2020

Price Distribution



Active listings

↓ **22.9%**

84 in 2021



Closed sales

↑ **20.1%**

496 in 2021



Days on market

47

Days to close

45

Total

92

18 days less than 2020



Months of inventory

2.0

Compared to 2.5 in 2020

About the data used in this report:
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TEXAS REALTORS® Texas Real Estate Research Center



Ellis County Housing Report

2021



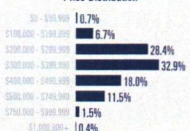
Median price

\$339,000

↑ **19%**

Compared to 2020

Price Distribution



Active listings

↓ **38.1%**

332 in 2021



Closed sales

↓ **9.6%**

3,264 in 2021



Days on market

26

Days to close

41

Total

67

21 days less than 2020



Months of inventory

1.3

Compared to 1.0 in 2020

About the data used in this report:
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TEXAS REALTORS® Texas Real Estate Research Center



Treasurer's Report



What a great year financially for ARBOR. Both ARBOR (Arlington Board of REALTORS®) and our subsidiary NTREC (North Texas Real Estate Center) continue to benefit from strong membership growth, conservative management, and our new investment policy, which is showing strong returns. Our bottom line is better than ever.

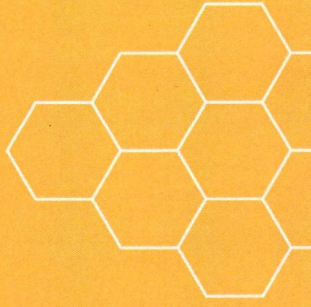
As you can see from the charts, ARBOR revenue through November 2021 is \$2.1M, this is a significant change from 2020 because of the investment income that we are now tracking.

Revenue, minus the Investments totaled \$1,097,401. ARBOR expenditures through November totaled \$1,076,035.

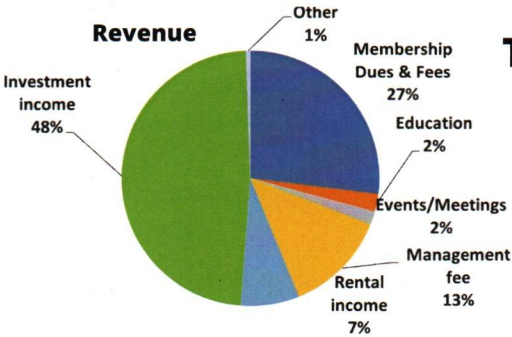
NTREC expenditures total \$1.7M compared to revenue of \$1.9M for a total of \$265,822 transferred to our reserve account.

ARBOR Balance Sheet totals assets of \$4.7M with liabilities of \$869,452. NTREC Balance Sheet total assets of \$1M and liabilities of \$355,665.

With a strong financial position, we will continue to deliver excellent service, tools, and education to make a difference in your business.



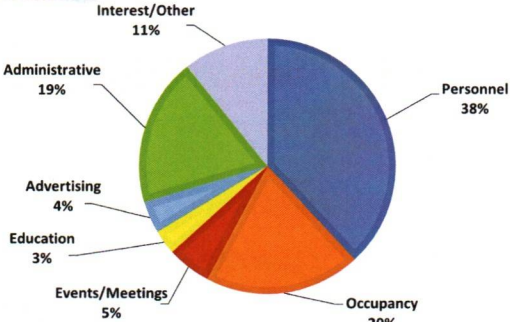
Treasurer's Report



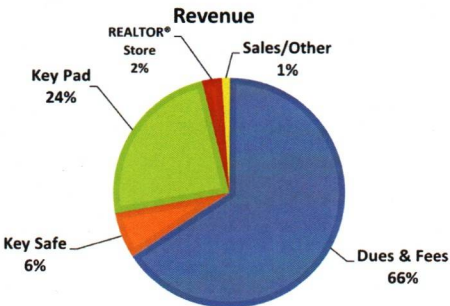
ARBOR
Total Revenue:
\$2,122,278

ARBOR
Total Surplus:
\$1,076,035

Expense

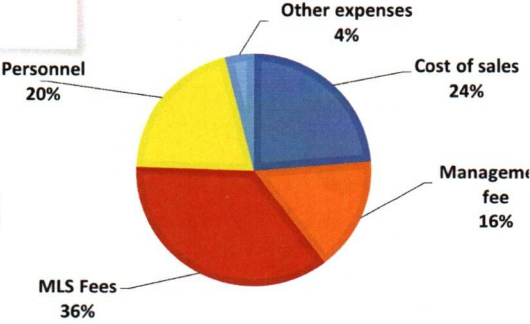


NTREC
Total Revenue:
\$1,984,060



NTREC
Total Surplus
\$265,822

Expense

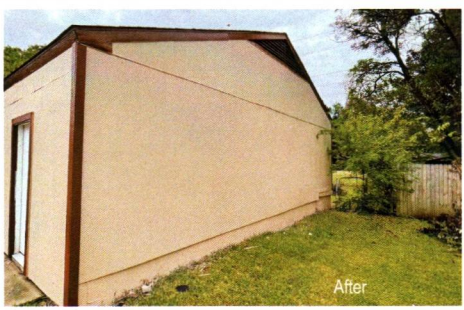


Community Service Foundation

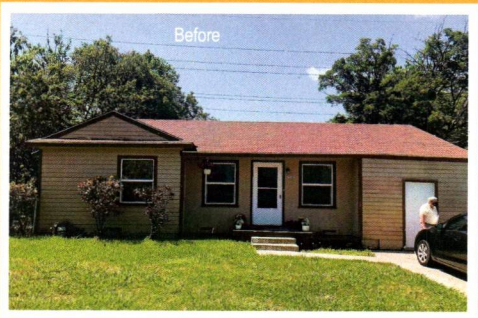


Housing Projects
Completed:

3



Community Service Foundation



Clothing Drive Donation Boxes
Filled for Mission Arlington:



Year in REVIEW

2021 is a year defined, in many ways, by the personal and professional challenges of the global pandemic. As ARBOR opened back up and sought ways to reengage membership, 2021 became the year of **Superheroes**. We accomplished in six months what normally takes a year, as each committee wanted to press forward to serve our membership and **WE accomplished so much** by working together.

TREPAC

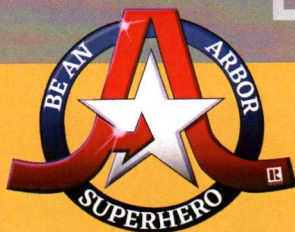
Wow, what a year...a record-setting year.

Total TREPAC invested **\$107,363.00**. We engaged again with our annual Golf tournament raising **\$16,750**. Hosted our first Taco 'Bout TREPAC party raising **\$1,546**.

Held our traditional online Auction raising **\$19,119.**

Our CEO Taylor Oldroyd **reached Hall of Fame** to join Dee Davey and Martha Dent in that prestigious category.

Thank you to all that invest
in our industry and help
protect property rights and
strengthen our industry.



Year in REVIEW

ADVOCACY

ARBOR Members continue to serve their communities in public and private ways. Some serve on **City Boards** and Committees. Others quietly serve at **Mission Arlington, Habitat, Boys and Girls Club**, or other quiet but inspiring ways.

The GAC was busy in 2021 with **numerous** candidate interviews. We didn't win them all but had **tremendous success** with the list of ARBOR supported winning candidates

Jim Ross for Arlington Mayor

**Nikki Hunter for Arlington
City Council District 3**

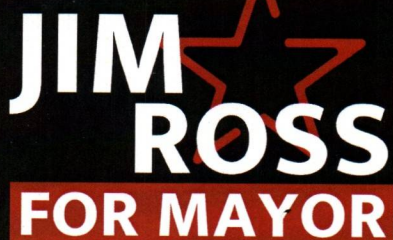
**Rebecca Boxall for Arlington
Council District 5**

**Mike Leyman for Mansfield
Council District 3**

**Casey Lewis for Mansfield
Council Place 4**

**Julie Short for Mansfield
Council Place 5**

**Sarah McMurrough for
Arlington ISD Place 1**

The logo features the name "JIM ROSS" in large, bold, white capital letters. A red five-pointed star is positioned behind the letter "S". Below the name, the words "FOR MAYOR" are written in white capital letters on a dark red rectangular background.

**JIM
ROSS**
FOR MAYOR

The logo features the name "REBECCA BOXALL" in white capital letters. Below the name is a graphic consisting of a white star flanked by two red and white swooshes. At the bottom, the text "FOR ARLINGTON CITY COUNCIL, PLACE 5" is written in small white capital letters.

**REBECCA
BOXALL**
FOR ARLINGTON CITY COUNCIL, PLACE 5

Year in REVIEW

EDUCATION

Education forged ahead in 2021 hosting **162** Education Classes, including **29 FREE** classes, and **94** classes hosted from Waxahachie. More than **1,085** students were enrolled in virtual and online courses.



Scholarships
Offered

5

- Lauren Mascarenas** – Mansfield Legacy – Nursing
- Ellie Wofford** – Waxahachie Prep Academy – Sciences Major/ Art Minor
- Manhoisiam Tungnung** – Lamar High School – Biology or Health Science
- Lilyanna Armstrong** – Waxahachie High School – Biology
- Gavin Schmidt** – Midlothian High School – Welding Certification

YPN

YPN got off to a **great start** with an April, fun and well-attended, kickoff Meet-Up – Happy Hour Event at the Texas Rangers Golf Club in Arlington. They carried the **momentum** with a New Homebuilders Q&A Event. The panel of builders answered questions of attendees. Watch for more events and exciting events in **2022**.



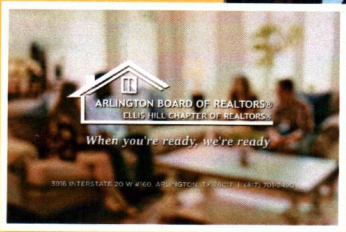
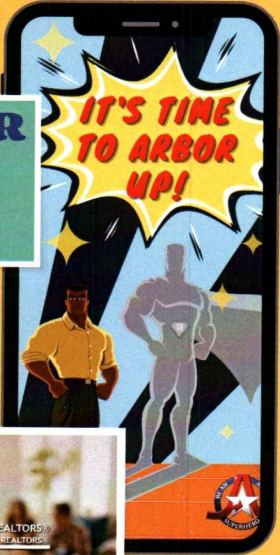
Year in REVIEW

COMMUNICATIONS

Newly hired Communications Director Ian Craft and the Communications Committee help deliver on numerous Strategic Plan initiatives, including membership outreach, helping launch the new Public Relations Commercial, and many aspects of the Superhero engagement initiative and events. Here is a small list of other notables:

- 1.Partnered with GoSocial Group to create a TV commercial targeting neighboring zip codes
- 2.Created Superhero Graphics to cover the entire front of the building including: banners, window covers, photo backdrops etc.

- 3.Reached nearly 35K different people via social media since Ian's hire
- 4.Placed 2nd in the state of Texas in the TREPAC BOLC Video Commercial Competition- winning \$500 for TREPAC



Year in REVIEW

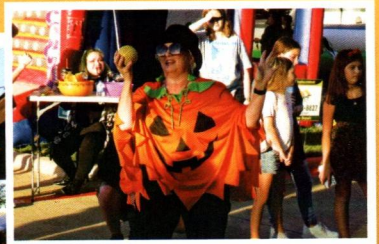
COMMUNITY SERVICE

What a great year for the CSC. The Fall fundraiser was epic with a Cornhole Tournament, Dunk Booth, and Car Show.

The Committee worked with Lone Star Parade Floats to represent the theme "Life, Liberty, and the Pursuit of Happiness." Sounds like a great theme...well it turns out it was. We won Small business category and the grand prize float.

The **Winter Weather Drive** to collected coats, hats, gloves, scarves, etc.

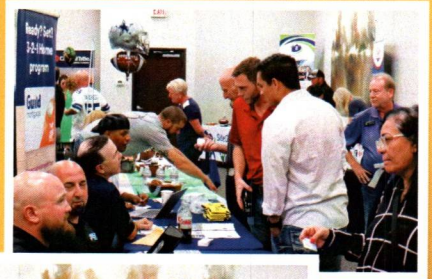
Our Monthly Bingo is back this year. Thanks to all for your support of the CSC.



Year in REVIEW

AFFILIATE COMMITTEE

Congrats to the Affiliate Committee on an awesome EXPO in September and the Secure Shred Event in October.



MLS & TECHNOLOGY

The MLS Dept provided 42 MLS-Tech Classes at no charge for members during 2020.

There was a slight decrease in number during the year due to re-direction of training classes to the remote Zoom format only. Most classes also provided CE hours at no-charge for members.

ARBOR was subjected to a “Ransomware” attack, disabling the server, staff support documents and two-

-workstations. Our support vendor CCSI, restored the server from backups. One workstation was cleaned of ransomware. The 2nd workstation had to be rebuilt from operating system up. Additional utilities were added to the server and workstations to monitor for malware and ransomware. At the same time, the probable cause for the ransomware attack was-

Year in REVIEW

MLS & TECHNOLOGY (cont'd)

-discovered and repaired with firewall settings.

Remote working by the staff from home-to-office worked very well. All support was maintained to the members during this period with minimal expenditure for hardware.

Created new, online New Member Orientation with initial videos and ending with new members completing the NAR Code of Ethics Class.

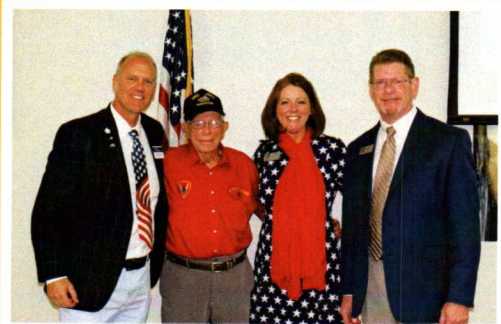
Our classroom areas were upgraded, security system enhanced, and new video studio setup and ready to continue to serve member needs and generate better member communications.

Of course, the biggest news of the year was Walt Loonam joined our team as MLS/IT Director.

Speaking of MLS and NTREIS, Walt and newly hired Erica Wise, applied the new Clear Cooperation Policy and added rules. This policy outlined time frames for adding listings to the MLS and modified the Coming Soon status, and a new fine system is in place ready to improve data integrity.

Other big news in NTREIS moved MLS services to the AWS "cloud" and Matrix updated to Matrix X version, updated to new flash-free Realist tax NTREIS MLS increased to 43,550 Users in 2020.

Year in REVIEW Pictures



Aim Higher

2021 has been a year for the history books. We accomplished so much together at ARBOR. While celebrating our success is always appropriate, I am fully committed to reaching further and so my theme for the coming year is

Aim Higher in 2022

To Aim means to direct a course, point, have the intention of achieving, purpose or intention, desired outcome, or to be focused on a target or goal.

The reach higher means of great vertical extent, greater than normal, with intensity.

I believe we should set high expectations of ourselves as leaders and for our members, industry, and communities we serve.

To Aim Higher in 2022 means that we must hit 4 main targets:

1.Strengthen ARBOR through our Strategic Plan including enhanced member services, communications, and inclusion.

2.Health & Safety is always a top priority and includes both personal and office safety, mental and physical health, and training. Every day is a gift and deserves our best effort.

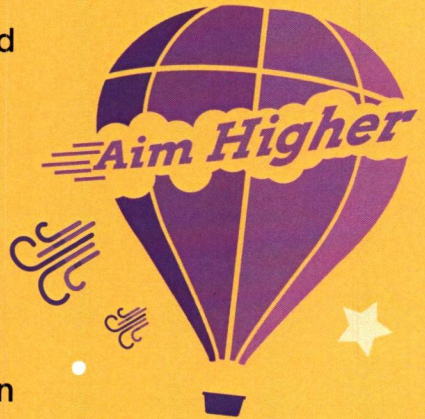
Aim Higher

3. **Professionalism** means we dress for success, improve our presentation skills, including body language, and raise the bar to protect our industry and boost our businesses.

4. I know that the best chance of success is through a unified **Team and Culture** that is inclusive, builds trust, respects others, embraces confidentiality and transparency, and avoids cliques and rumors.

As we work together to Aim Higher in 2022, we will reach our goals.

- Sarah Mascarenas, Chairman

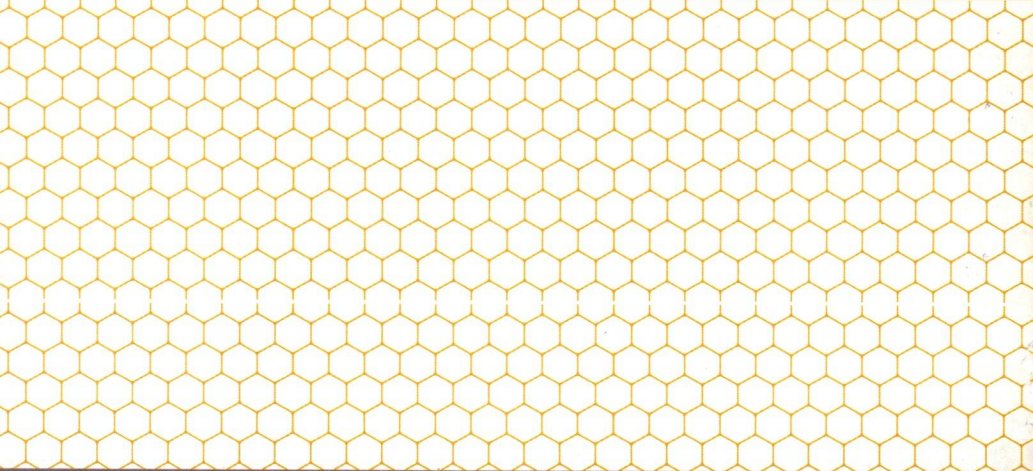
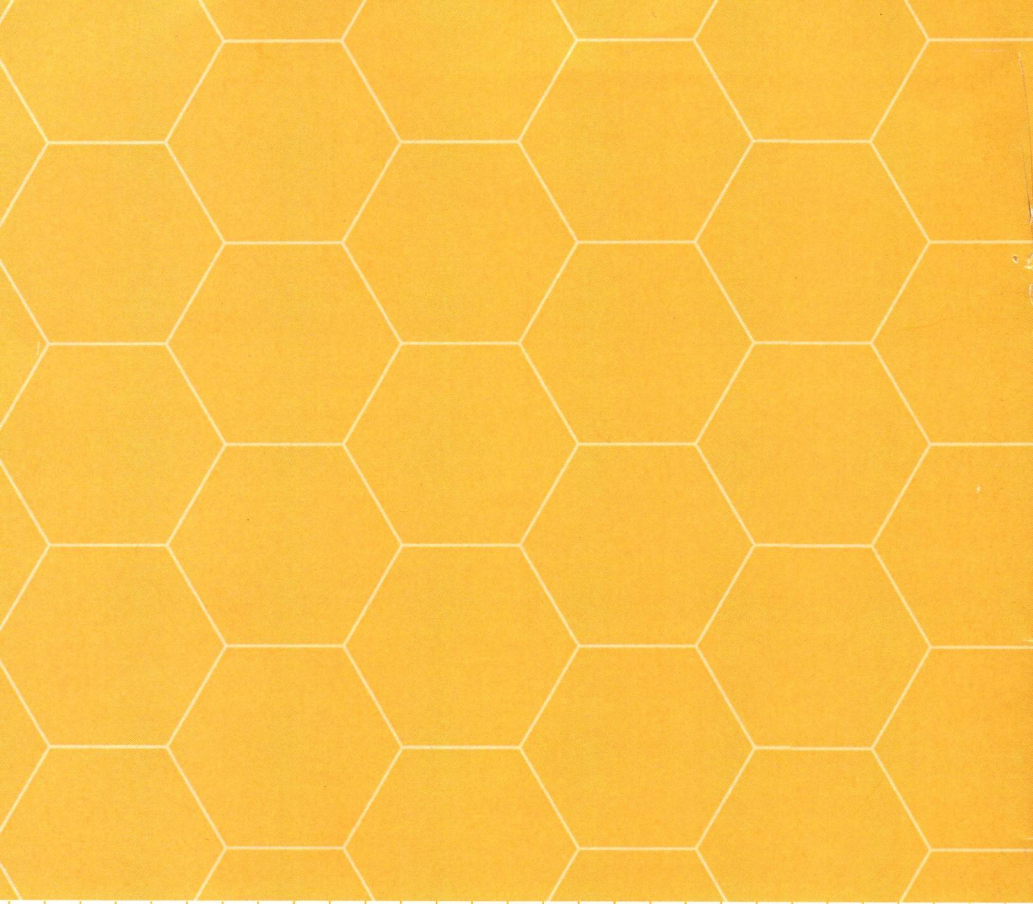


ARBOR Mission Statement

The Arlington Board of **REALTORS®** is a non-profit organization that serves more than **3,000 REALTORS®** and Industry Partners. We are affiliated with the **National and Texas Association of REALTORS®**. We are a professional trade association whose members abide by a strict code of ethics and have access to a wide variety of business services that are not available to a licensee.

This gives **REALTORS®** the competitive edge in the marketplace and enables our members to **provide superior services** to buyers and sellers of real property.





Arlington Board of REALTORS®

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