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2026

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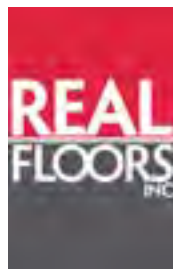
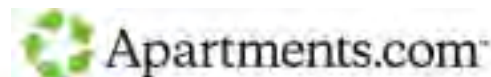
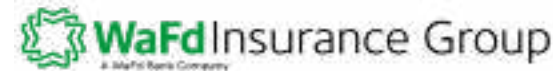


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Insights & Inspiration for New Mexico's Multi-Unit Housing Industry

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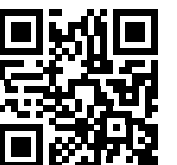
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FROM OUR PRESIDENT

Dear Members,

As we begin a new season, it is important that we start where we always do... with our mission:

To empower, promote, preserve, and advance the rental housing industry in New Mexico through innovative education, advocacy, legislation, and communication.

Our mission is our commitment to you, our members. It is the responsibility we carry on behalf of housing providers, partners, and the residents we serve across this great state.

Since my last update, your Board and leadership team have spent significant time strengthening the foundation beneath that mission. We stepped back and asked one important question:

We know the mission. How can we operate to our fullest potential and fulfill it with excellence?

The answer required deep work: sincere discussion, thoughtful refinement, and a disciplined evaluation of how we show up every day.

Out of that work came our Core Values:

- We Are Reliable
- We Do the Work
- Professionalism
- Loyalty to the Mission and Members
- Strategic Leadership
- We Play to Win
- We Develop People

These values are not aspirational language. They are our operating standards. They guide how we advocate from Santa Fe to Washington, how we engage our local communities, how we collaborate internally, and how we represent our industry.

When the challenges come, and they will, clarity of identity matters. Today AANM is clear on who we are.

With that foundation in place, our focus now turns to what comes next. This year we have set ambitious goals for the association. With your help we expect to meet and exceed the National Apartment Association's Excelling

Standards, grow membership by an additional 2,000 to 4,000 units, and continue increasing revenue year over year so AANM can expand its impact and advocacy.

One initiative I am especially excited about is the launch of AANM Cares. Anyone who has spent time around AANM knows our members are continually giving back. From property-level employees to executive leadership, AANM members are continually serving their communities. They donate time, resources, and energy while supporting residents and neighbors.

Unfortunately, those stories are rarely told. AANM Cares will shine a light on the incredible work happening across our membership. Just as importantly, it creates an opportunity for more members to get involved. Our association is strongest when participation is active, when members show up in force, share solutions, and help shape the future of this industry.

In closing, the association is doing exceptionally well. Having said that, it is important to pay homage to those who came before us. The credit for the progress we see today did not begin with this administration. This association is formidable because of the leadership that came before us. We are successful not because of our own efforts, but because we stand on the shoulders of those who built the association we now steward.

Our responsibility is to continue that work with the same mission, vision, and newly established values. The decisions we make today will shape the opportunities available to the next generation of housing leaders in New Mexico so that they too may one day stand on our shoulders.

Thank you for the role each of you plays in advancing our mission. I remain in humble service to you.

Be Great,
Evan Sanderson
President,
Apartment Association of New Mexico



Evan Sanderson



Simplify Your Office – Physical or Virtual



Our lives are complicated enough without a cluttered or complicated office (real or virtual) adding to the overwhelm. And when our workspaces are a mess, we often can't see how or when we have reached our goals. But simplifying is like cleaning your house – you're never really finished. Keeping up with filing, messages, emails and the like is often the first step on the path of simplifying.

Here are my tips on eliminating the unnecessary to simplify your work life.

Keep It Simple: Each day, spend about 10 minutes keeping the office space well organized. Use that toss, file, act method to throw away things you don't need at the end of the day and reorganize your desk before you quit working. Create a "To Do list" at the end of each day. When you walk into your office the next morning, you'll have a handy reminder list of things to work on.

Toss/File/Act: Organization starts with paper, but this advice holds for emails and electronic files, too. Use the toss, file, or act mantra whenever you pick up a piece of paper or file. Start first with the paper piles and then any paper that enters your office after you get it organized. Once you get the piles of papers under control, keep them under control!

At Close Range: To organize your physical desk or computer desktop, think about what you use on a daily basis and keep those things within close reach. What do you grab

often? Warning - don't keep too much stuff on your desk, or you won't have room to move and work.

Out of Sight: The quickest way to focus on a big project is to clear away the junk around you. Move the papers, mugs, notes, and other distractions from your workspace. Anything you don't need for the project, get it out of your line of sight. For electronic files, create an Archive folder and put files and folders there that you haven't accessed in a year. You'll still be able to access them, but they won't be cluttering your menus.

Avoid Extra Supplies: Do not store extra supplies in or around your working area. Store those pens, sticky notes and other extra supplies in a cabinet, drawers or store-room.

Social Networks: Social media is either one of the greatest inventions ever, or the bane of our existence. I have made a rule to check my socials ONCE in the morning while I'm drinking my coffee, around 6 am. I might then check in after work when I'm relaxing at home. Checking them throughout the day can be a real time suck, so don't give in to the temptation. Or set a timer to prevent yourself from going down a rabbit hole, spending more time that you intended doomscrolling. Notice how much you get accomplished at work when you give yourself clear cut boundaries.

Go Paperless: I know this can be a huge

task, especially for the generations that grew up without computers. Once you commit to going paperless, though, it can really free up your physical desk and desktop. Syncing your phone with your email, Teams/Zoom or other calendars also boosts efficiency.

Reading Material: If you collect articles you want to read from magazines and newspapers, make a folder marked "Reading." Access that folder when waiting for appointments, on airplanes, or eating lunch alone. You'll catch up with that backlog of TL/DR in no time. (This advice holds true whether you're ripping pages out of magazines or saving electronic links.)

Add Plants: A few fresh indoor plants in your office helps control clutter by simply taking up space that you now can't use for piles. As a bonus they make your office a welcoming place to work and improve air quality.

Give Yourself A Break: Some days we just don't have the wherewithal to accomplish everything, or even anything. Don't be afraid to put your work aside and enjoy some time relaxing with friends, family or by yourself. Life awaits you on the other side of risk – sometimes it's a risk to do nothing and let your energy recharge.

Organizing your physical or virtual office will help you be at your best. So, to increase productivity and keep you on top of your game, use these simple tips to keep your office humming along. Just sayin'.



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ABOUT THE AUTHOR

Sharon Dillard Award-winning CEO of Get A Grip a national franchise kitchen and bathroom resurfacing company based in Albuquerque.

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Allaso Olivine is a 105-unit Class A apartment community offering modern finishes and lifestyle-oriented amenities. The gated, three-story elevator-served building features attached garages, a resort-style pool and spa with cabanas, and a clubhouse with elevated interior detailing.

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The Senary by Allaso is a 209-unit urban multifamily community located in Albuquerque's Journal Center. The gated property features three four-story buildings, attached garages, a resort-style pool, fitness center with mezzanine, rooftop terraces with Sandia Mountain views, and a clubhouse with expansive lounge and gathering spaces.

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AANM is the only group in New Mexico that advocates on behalf of all residential rental property owners.

ADVOCACY

2026

aanm.org

AANM appears before city councils and the State Legislature to lobby aggressively on behalf of the rental housing industry. AANM has a carefully appointed Government Affairs Committee that is responsible for reviewing and developing legislation and community relations that affect the multi-housing industry within the state of New Mexico and at the local level. Moreover, AANM formed a Political Action Committee (PAC) to act in a non-partisan way to promote the interests of the rental housing industry.

AANM supports the Housing Choice

- Housing Choice Voucher Program provides rental assistance to low-income families in need
- Housing Choice Voucher Program addresses affordable housing needs and assists those previously homeless
- Housing Choice Voucher Program provides a bridge to family stabilization

AANM supports Smoke-Free Housing

- AANM in partnership with the Department of Health administers Smoke-Free at Home New Mexico
- Smoke-Free housing encourages better health among residents
- Smoke-Free properties have lower maintenance costs and decreased

AANM supports an Open Market in the New Mexico Rental Housing Industry

- Open Markets encourage development and restoration of rental properties
- Open Markets encourage new investments in our state
- Open Markets increase rental housing inventory, keeping supply

AANM supports Fair Laws Regarding

- Fair Laws allow owners to maintain safe and healthy communities
- Fair Laws foster better relationships between rental property owners and residents
- Fair Laws lower operational costs and increase reinvestment into properties

AANM supports Fair Housing Regulations

- The Fair Housing Act makes it unlawful to discriminate based on race, color, religion, sex, disability, familial status, or national origin.
- Fair Housing Regulations provide equal opportunity to the disadvantaged in obtaining quality housing.

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RENTAL HOUSING**

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UPCOMING DATES FOR 2026:

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Apr 22	5:00 PM
May 19	8:00 AM
May 20	5:00 PM
Jun 9	8:00 AM
Jun 10	5:00 PM
Jul 21	8:00 AM
Jul 22	5:00 PM
Aug 18	8:00 AM
Aug 19	5:00 PM

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FROM OUR DIRECTOR



Alan LaSeck



Dear Valued AANM Member,

As we move into the spring season, I want to take a moment to thank you for your continued commitment to the Apartment Association of New Mexico. Your membership plays a vital role in strengthening the rental housing industry across our state, and your engagement ensures that our collective voice remains strong during a time when the industry faces increasing attention from policymakers and communities alike.

AANM continues to grow and expand its impact. Today, our association represents more than 930 members and over 76,000 rental homes across New Mexico, making us the leading voice for the rental housing industry in the state. Through our affiliation with the National Apartment Association, we are also connected to a nationwide network representing more than 13 million apartment homes, reinforcing the importance of collaboration and unity within our industry.

Advocacy remains at the core of our mission. During this year's legislative session, AANM worked diligently to represent the interests of our members and to ensure that the perspective of housing providers is heard in critical policy discussions. Our efforts focus on promoting balanced, sustainable housing policies that protect residents while ensuring that housing providers can continue to operate, invest, and serve their communities. These efforts are strengthened by the relationships we have built with leaders at the local, state, and federal levels.

The leadership of our 2026 Board of Directors continues to guide the association forward with a clear strategic vision. Their dedication, along with our volunteer members' involvement, helps ensure that AANM remains proactive in addressing industry challenges while expanding opportunities for professional development and collaboration. I encourage you to visit our website to learn more about the individuals helping lead the association into the future.

Member engagement remains one of the most important drivers of AANM's success. Throughout the year, we will continue to offer a wide range of educational programs, networking opportunities, and signature events designed to bring our members together, strengthen professional connections, and support continued excellence within the rental housing industry. Your participation in these programs not only enhances your business but also strengthens and enhances the credibility of our association.

Thank you for your continued support of AANM and for the important role you play in providing quality housing throughout New Mexico. I look forward to connecting with many of you at our upcoming events and continuing our work together on behalf of the industry.

All the best,
Alan LaSeck



2026

The Event Center at Sandia Golf Club

Wednesday, July 15th
9:30 AM - 3:00 PM



Business
Strategy

Get ready to connect, collaborate, and grow! This year's Business Exchange is your chance to engage with top suppliers in the industry—all in one power-packed event.



Growth &
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- Build strong business relationships in record time!
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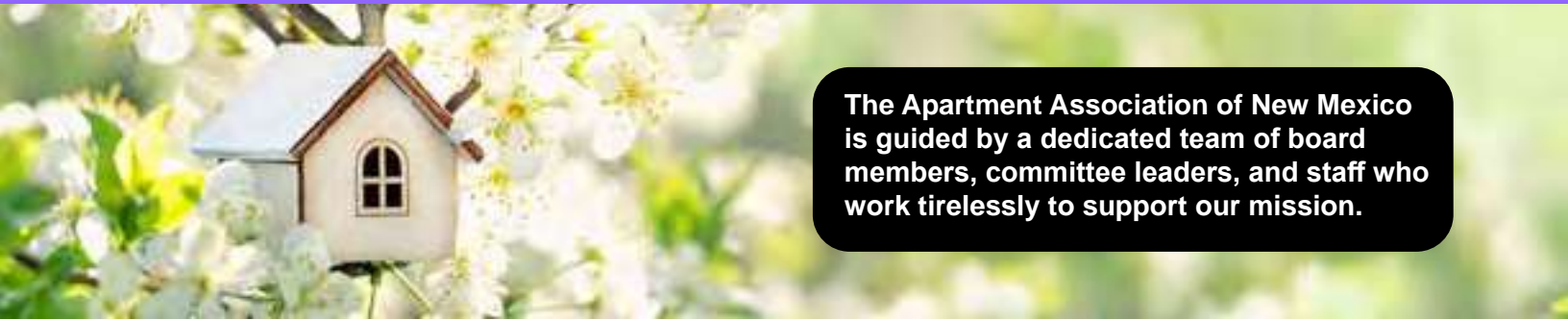
SUCCESS!



2025

A HUGE thank you to our incredible members for joining us at the annual AANM Charity Gala. Together, we raised vital funds for Los Ojos de la Familia to support families in our community. We couldn't have done it without you!





The Apartment Association of New Mexico is guided by a dedicated team of board members, committee leaders, and staff who work tirelessly to support our mission.

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Golf Classic Chairs
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Bobby Griffith, NAHP-e, HCCP, HCM-H,
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Liza Martinez/Aaron Bernabe

Maintenance Mania/Tradeshaw
Jose Murillo/Nancy Keeth



AANM Staff

Alan LaSeck
Executive Director
alan@aanm.org



Jennifer Winters
Director of Operations
jennifer@aanm.org



Driven by Community. Defined by Integrity.

Mission

To empower, promote, preserve, and advance the rental housing industry in New Mexico through innovative education, advocacy, legislation, and communication.

Vision

To be New Mexico's recognized source for expertise within the rental housing industry.

Members

Our members include apartment communities, apartment owners, apartment managers, suppliers, and professionals within the apartment industry!

Member benefits include:

- Extensive education programs that include national certifications
- Networking opportunities
- Committee involvement
- National Apartment Association (NAA) Membership
- Continuing education credits for New Mexico real estate brokers
- Access to AANM and NAA resources, rental forms, and leases



Education

AANM recognizes the importance of having educational resources available to its members.

We provide continuing education courses, as well as certifications for Apartment Managers, Leasing Professionals, Maintenance Professionals, Suppliers, and Property Owners.

Additionally, we offer classes on the Fair Housing Act and the New Mexico Uniform Owner-Resident Relations Act. Through instruction to our membership together, we can fulfill our mission statement.

Affordable Housing

Promoting the need, viability, and benefits of Affordable Housing; through educating, training, and increasing awareness, while building relationships with owners, agents, Federal, State, and Local agencies.

The Affordable Housing Committee is dedicated to being the leading experts of Affordable Housing in New Mexico. As they strive to complete their mission, they provide numerous resources for not only property owners, but for residents as well.

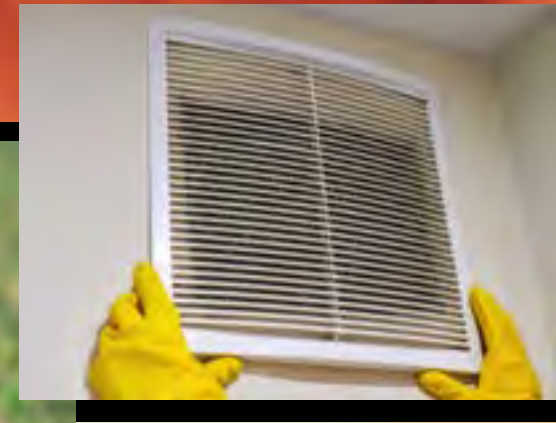
These resources allow all parties in an apartment community to know laws, proper procedures, and resources within each community to prosper socially and economically.



The Apartment Association of New Mexico (AANM) is a non-profit organization dedicated to providing a common foundation for rental housing industry professionals and the various businesses that service the industry.

Founded in 1979, AANM has more than 930 members, representing over 75,000 rental units throughout the state. AANM promotes professionalism, education, career development, and pro-active legislative efforts to benefit owners, investors, residents, and other association members.

PREVENTIVE MAINTENANCE: A Smart Investment for New Mexico Multifamily Communities



In property management, maintenance emergencies can be one of the biggest disruptions to both budgets and resident satisfaction. A burst pipe, HVAC failure during a heat wave, or roof leak after a storm can quickly turn into costly repairs and unhappy residents.

That's why many property professionals across New Mexico are prioritizing preventive maintenance—a proactive strategy that helps identify and address small issues before they become major problems.

WHY PREVENTIVE MAINTENANCE MATTERS

Preventive maintenance involves regularly inspecting building systems, equipment, and property infrastructure on a scheduled basis. Rather than waiting for something to break, maintenance teams conduct routine checks to catch early warning signs.

For apartment communities, this approach offers several benefits:

- Lower repair costs: Small fixes are typically far less expensive than emergency repairs.
- Longer equipment life: Regular servicing helps extend the lifespan of major systems like HVAC units and water heaters.
- Improved resident satisfaction: Fewer unexpected breakdowns mean fewer disruptions for residents.

In a state like New Mexico, where extreme heat, dust, and seasonal storms can place extra stress on building systems, preventive maintenance becomes even more important.

Key Maintenance Priorities for Spring

Spring is an ideal time for property teams to prepare their communities for the hotter months ahead. Some common preventive maintenance tasks include:

HVAC inspections

With summer temperatures approaching, servicing HVAC systems is critical. Replacing filters, cleaning coils, and checking refrigerant levels can improve efficiency and reduce the risk of system failures during peak heat.

Roof and drainage checks

Winter weather and spring winds can loosen roofing materials or clog gutters. Inspecting roofs and drainage systems early helps prevent leaks and water damage later in the year.

Plumbing inspections

Small leaks can go unnoticed until they cause major damage. Checking pipes, irrigation systems, and fixtures can prevent costly repairs and reduce water waste.

Smoke and carbon monoxide detector testing

Regular testing ensures safety systems are working properly and helps properties remain compliant with safety requirements.

Pest prevention

Warmer weather often means increased pest activity. Early inspections and preventive treatments can stop infestations before they begin.

Budgeting Benefits

Preventive maintenance also helps property owners and managers plan more effectively for long-term expenses. By tracking the condition and lifespan of major systems, communities can schedule replacements and upgrades in advance rather than responding to sudden breakdowns.

This approach can stabilize maintenance budgets and reduce emergency spending—something every multifamily property can benefit from.

Protecting Properties and Residents

For apartment communities across New Mexico, preventive maintenance is more than just a checklist—it's an investment in the long-term health of the property and the satisfaction of residents.

By implementing a consistent maintenance schedule, property teams can reduce costly emergencies, improve operational efficiency, and create safer, more comfortable living environments for their residents.



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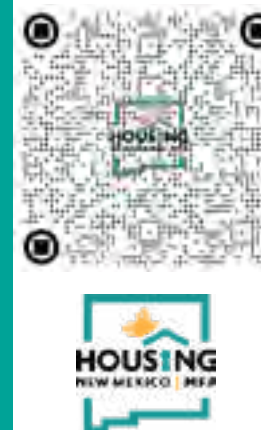
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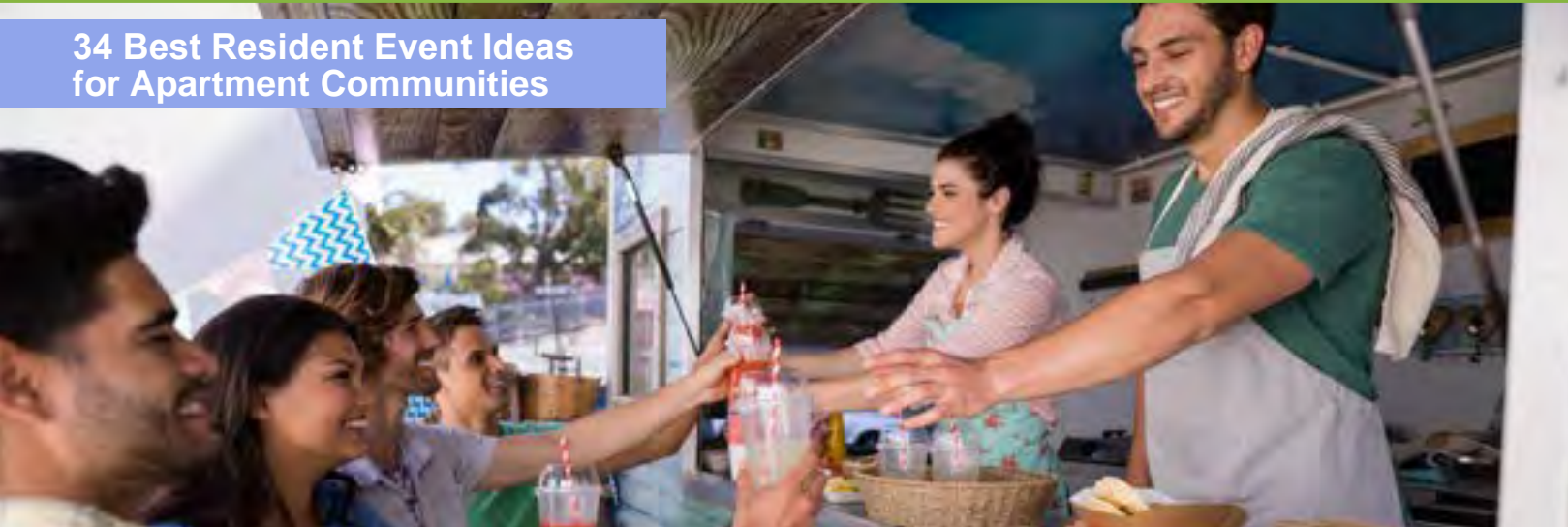


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34 Best Resident Event Ideas for Apartment Communities



Communities who play together, stay together (think increased resident retention), so resident events ideas are more than a fun way to get residents out of their homes.

Since higher resident event engagement leads to greater resident satisfaction, and will benefit your renewal rate, it's time to start of planning some fun times!

Resident appreciation ideas, like the classic pool party, will always have their place, but there's a lot of room for creativity. Here's our list of 34 resident event ideas that your community will talk about for years to come!

1. Food truck extravaganza

Food trucks literally roll in and roll out — with zero stress for your team, and a lot of full bellies for residents. They're also a great way to introduce residents to the culture, sights, sounds, and tastes of a new community. Invite the best local food trucks to park up, pump some music, and create a voucher system so residents can get a sampling from all of the trucks. Want to make it even more fun? Create a simple scorecard so residents can vote on their favorites. Make an award and crown your resident food truck champion! Just be sure to plan parking ahead of time, to eliminate visitor stress from common parking frustrations.

2. Design your own potluck cookbook

For this awesome twist on a classic resident event, have residents submit recipes for a community potluck dinner. Then, compile the recipes into a community cookbook and give them away during the potluck. In addition to a lovely dinner, your residents will also receive great recipes and get to know their neighbors a little better. You can even release your cookbook online and publish it on your website!

3. Car wash for residents by site team

Wash it off! Host a resident carwash run by your site team. Hand out free snacks and beverages, and encourage staff to get involved. Because who doesn't want to see their property manager wash a few cars?

4. Authentic BBQ smoker

Rent a backyard smoker and host an authentic BBQ cookout. A big upgrade on the ordinary poolside cookout, this event will get people out from the smell alone. While the food smokes slow and low, organize some lawn games and let residents relax. Be sure to complement everyone's diet — veggies, meatless burgers and hot dogs all have a home on the smoker!

5. Ultimate community tag sale

If your residents are in the mood to spring clean, you've got yourself the ultimate tag sale and the ultimate event idea. Residents can socialize with neighbors while selling the things they no longer need. At the end of the day, donate any remaining items to a local charity.

6. Bonfire s'mores under the stars

Fun for kids and parents alike, a bonfire with all of the s'more ingredients provided is a sure memory-maker. Get the kids excited and their parents will always join the party!

7. Health-promoting fitness classes

Balance out all that eating and partying with fun and healthy activity. Hold an instructional yoga, Zumba or movement class. If there's great engagement, encourage the creation of a resident-led, weekly group.

8. Get creative with group painting classes

Hire a local artist to host an instructional painting night. Provide canvases, paint supplies, and wine for the 21+ crowd. The leader takes the residents, step-by-step, through the process of creating an amazing work of art. Community bonding at its finest!

9. Now you're cooking, with classes

Have residents who love to cook? Bring a professional chef to your community to teach a cooking class. A great recipe, some kitchen basics, a hungry crowd — and you've got a recipe for resident event success!

10. Get your families dancing

Get the whole family together for a community dance night — it's a dream for parents and kids alike. All you need is a great soundtrack and someone to lead the crowd — think barn dancing, line dancing, or the electric slide. Don't forget the refreshments!

11. Kids character pool party

If your community has a resident pool, kick it up a notch by inviting popular characters for kids. Talk to parents about the characters their children are most excited to see, or go for the classics. This is an awesome idea for using the amenities your community already provides in a new and exciting way. Plus, it's an amazing photo opportunity for social media.

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12. The cook-off challenge

A cook-off is fun for both cooks and the taste-testers. Hold a cook-off and invite the community to judge it. Need a few food options? Try mac and cheese, chicken wings, apple pie, or the classic chili. The winner can receive a grand prize and you can even publish the winning recipe on social media. That is, if it's not a secret!

13. Unleash your karaoke stars

Nothing brings people together quite like a karaoke night. Get a microphone and let them loose. Your residents will feel like rock stars.

14. Movie screenings on the lawn

Pop some popcorn and spread out the blankets, this is a resident event your community will remember. Hang a sheet or rent a screen and play a classic film. Everyone will have a great time watching a movie on the lawn under the stars. Just make sure that your film of choice is family-friendly.

15. Puppy play date and adoption

Coordinate with a local shelter to hold a puppy play date and adoption event. Residents can spend a day petting and playing with dogs and cats and even adopt a new companion — that is, if your property allows pets. Encourage residents to bring their own dogs and unite your pet community.

16. Create a community garden oasis

A community garden takes a little planning, but will serve your community for years to come. Designate an area for a garden and ask for a resident or staff member to take the lead. Rewarding for kids and adults, your community can even use the veggies for their next potluck. Season after season your residents will reap the fruits of their labor.

17. One book club to rule them all

Often, what starts with an apartment-wide event can become a community fixture. Let residents vote on a book to read and bring them together once a month to discuss. You can host separate clubs for different age groups or book choices. Let's be honest, when it comes to literature, the sky's the limit!

18. Fun run, literally

Start a group for both amateur and serious runners. A running club helps bring the athletic community of your property together. Make t-shirts and pick a property-based team name and you're set. Want to take your club even further? Pick a charitable cause and host a 5K to support it. It's a great way to show the personal investment you have in your community.

19. Trivial dispute

Put out a call for trivia teams and lure residents in with great prizes. Set up team tables with snacks and drinks, then pick your topics. Movies, sports, entertainment, and history are great places to start. Choose a dynamic host, designate a DJ, and see who's got the chops to win. When it comes to resident event ideas, it's a fan favorite and also one of the easiest to pull off.

20. Spread the love on Valentine's Day

Valentine's day is not only reserved for date night. Give your residents the gift of giving by organizing charitable events for your community. But don't forget your resident community! Here are some ideas for giving back to your residents. Candy and speed-dating anyone?

21. Spooky costume dinner and competition

A perfect Halloween event, hold a spooky dinner with a costume contest as the finale. Offer lots of candy and prizes to winners across multiple categories — best kid's costume, scariest, most creative, to name just a few. It's the perfect way to kick off (or end) a night of trick-or-treating.

22. Fireworks show to remember

Fireworks are the perfect end to any outdoor event or Fourth of July celebration. You can even invite the local community to come over and enjoy the show. Consider it a great event for attracting new residents!

23. An exclusive professional networking event

A networking event is a perfect way to connect all of the brilliant professional minds we know live in your community. It's also an excellent way to get different generations talking. Want to take it a step further? Bring in a career specialist for residents in search of career advice.

24. Bounce house and inflatables day

Order a fleet of inflatable rides to your property and host a field day for kids. A cotton candy machine, ice cream, and tug-of-war are all welcome additions. While the kids are occupied, offer beverages and food for their parents while they socialize.

25. Rock your community's own talent show

Anywhere you can assemble an audience is primed for a talent show. Skip the giant stage and make it a do-it-yourself style event. You'll be amazed at the talents your residents have, so let them shine. Offer awards and don't forget the video camera!

26. Dominate with a resident softball league

Let the games begin! Join your community's local softball league or start your own. Organize matching jerseys and play amongst your residents or challenge rival properties to a game. Did someone say giant trophy?

27. Turn up the jams on DJ night

If you build it, the kids will come. Rent big speakers, hire a local DJ, and throw the dance party of the year. From a conga line to breakdancing, let your residents lead the way.

28. Bring out the gamers with a video game tournament

We suggest family-friendly racing or sports games, to begin with. You can host a game night for the teens, afterward. Make a bracket, put it up on the big screen, and have a site team member narrate the action.

29. Poolside casino night

This is another great resident event for the competitive bunch. Hire a professional dealer and turn the night into a Las Vegas-themed party. Think Elvis, cocktails, and blackjack. Instead of playing for money, you can offer amazing prizes for all ages. Feeling charitable? Proceeds can also go to a charity of your choice. Ante in!

30. Maximize your impact with a community outreach group

There are so many great charitable causes for your community to get involved with. To maximize your community's outreach, help your residents form their own community outreach group. From organizing a can drive to volunteering at a soup kitchen, there's no limit to the good work you can accomplish when you work together. It's the feel-good, do-good resident event idea every community should encourage.

31. Rotating supper club

A rotating supper club is another awesome idea for bringing your community together with food. Every month, pick three hosts who will offer three amazing meals. Start with appetizers in one apartment, the main course in next, and dessert in the last. Publish a calendar with sign-ups so there's no waste. Space will obviously be limited, so make sure a few different rotations are going at once.

32. Gameday tailgate and grilling

Football season, baseball season, any season is good for tailgating. Rent a screen and projector and display the sporting event of your choice. Designate a closed lot, provide the snacks, and let your residents enjoy the camaraderie.



Jenna Weinerman
VP of Marketing and a published ReloTech expert



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Discover invaluable information by attending AANM's workshops and seminars offered at various morning and afternoon times to fit your schedule. Our programs vary in topics, speakers, and networking formats to serve a diverse group of businesses. We will also be presenting more free seminars soon.

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Our Supplier Directory allows members to search for suppliers based on their areas of expertise. All suppliers are AANM Members, and some even provide member-to-member discounts.

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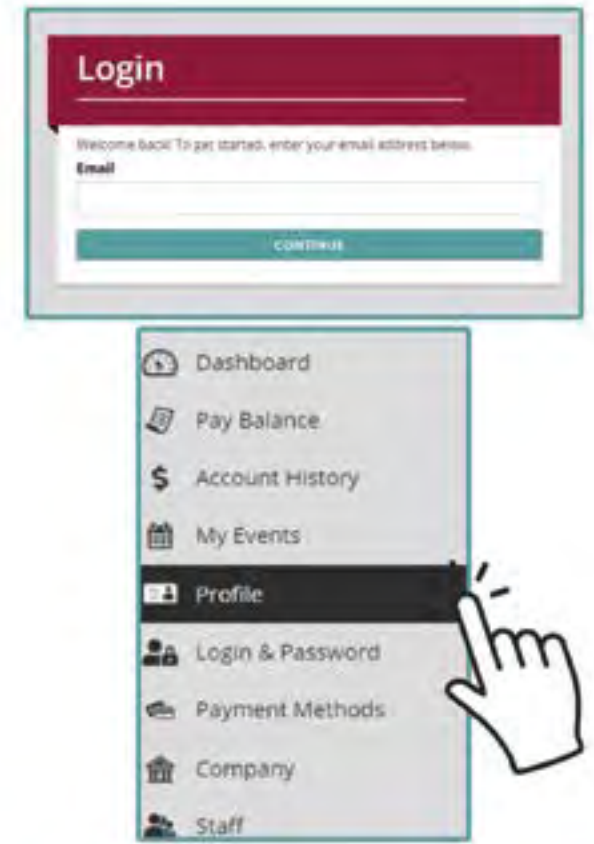


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Maximize Your Network Potential! Did you know that an updated profile boosts your chances of making meaningful connections within the AANM community? By optimizing your profile, other members can better understand your brand, engage with you on social media, and discover potential business opportunities.

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1. Click login in the upper right-hand of the screen at www.aanm.org
2. Click create account on the login screen
3. Click create account again on the screen that follows
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Let us help you identify rebates and resources to recharge your community. Call (505) 355-6286 or visit ev.pnm.com/multifamily to learn more.



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We'd love to hear how these sessions are helping you sharpen your skills and advance your career. Which 'superstar' strategy have you already put into practice at your property?

UPCOMING WEBINARS:

- 4/08/26** The Top Fair Housing Complaints to Avoid in 2026
- 4/22/26** Change is Inevitable, Chaos is Optional: Adapting to New Tech Initiatives
- 5/06/26** Mastering Maintenance: What Properties Need to Know About R32 and R454B
- 5/13/26** The Path of Lease Resistance
- 5/20/26** When Social Media Hits Home: Protecting Your Team and Occupancy in the Age of TikTok & Instagram
- 6/10/26** Run It Like You Own It: Property Management Strategies for Investor Success
- 6/24/26** DISCover Your Motivation: Enhance Your Influence with Teams and Prospects
- 7/15/26** 60 Proven Ideas in 60 minutes
- 7/22/26** RISK ALERT – RISK ALERT
- 8/05/26** Financial Boot Camp - Empowering On-Site Teams to Drive Revenue and Profitability Through Financial Knowledge
- 8/12/26** Mastering Maintenance: Making your Make Ready Made Ready Beginning at Move In
- 8/19/26** Fair Housing Ain't Fair - It's EQUAL! 2026 Edition
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Whether you are a property manager or new to property management, this course provides in-depth training and expertise just for you! Earning CAM credentials gives you the skills to increase your community's net operating income; the knowledge to effectively manage an apartment community; and most importantly, the ability to achieve your property owners' investment goals. This CAM credential is available both in-person or online.

NAAEI also provides CAM Student Housing micro-credential online for CAM credential holders to learn about the distinct set of skills needed to manage student housing communities.

Certificate for Apartment Maintenance Technician (CAMT)
Maintenance expenses are the single largest controllable element in any operating budget. This course acts as an introduction for new maintenance professionals or as a refresher for the veteran employee, teaching what it takes to run a cost-effective maintenance program.

CAMT credential holders can further develop their maintenance knowledge online with two micro-credentials, CAMT+E that focuses on building energy efficiency and CAMT+L that concentrates on developing supervisory and leadership skills.

Certified Apartment Leasing Professional (CALP)
Leasing professionals are the first people

prospective residents meet and are responsible for generating traffic, conducting leasing demonstrations, overcoming objections and qualifying prospective residents. This program teaches all these skills and more.

Certified Apartment Portfolio Supervisor (CAPS)
This program's curriculum emphasizes recruiting, retaining and engaging high-performing employees. You'll also learn how to analyze and report property and portfolio financial results, conduct due diligence and community takeovers and oversee management agreements.

Specialist in Housing Credit Management (SHCM)
The Specialist in Housing Credit Management (SHCM) credential helps management professionals master the complex requirements of the Low-Income Tax Credit (LIHTC) program. Affordable housing managers will learn how to communicate LIHTC regulations and processes, prepare for physical inspections, resolve noncompliance and manage documentation and recertification.

Credential for Green Property Management (CGPM)
The Credential for Green Property Management (CGPM) provides management companies and owners a mechanism for meeting initial and ongoing HUD Office of Affordable Preservation (OAHF) training commitments after opting for a green Mark-to-Market restructuring. It also benefits anyone employing Green Operations and Maintenance Practices. Credential holders learn the latest techniques and technologies

to make cost-saving green improvements at properties.

Credential Holder Benefits
Gaining a credential through NAA not only gives you know-how, but many other perks as well:

Claim your digital badge! NAAEI credentials show your commitment to professional development. Before, you could only share your accomplishment with a small audience. Now, you can share it widely through social media, email, websites, and your digital resume using professional digital badges. You should have received an email from BadgeCert (you may have to check your spam folder for an email from certs@naahq.org) to claim your badge. If you did not receive the email from BadgeCert and need support, contact NAAEI for assistance.

You will be included in the online NAAEI Credential Directory. Companies are increasingly checking credential/certificate status with NAAEI before promoting or hiring. In order to stay current with NAAEI, make sure that your contact information is correct.

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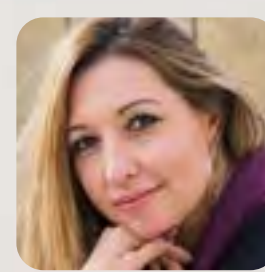
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Funding available to preserve multifamily properties through Housing New Mexico's preservation loan fund.

To preserve affordable housing in the state, Housing New Mexico has funding available through its New Mexico Preservation Loan Fund, which is a flexible funding source for multifamily properties at risk of exiting the affordable housing stock.

Applicants may request up to \$2 million to bring a property up to date through the following means:

- Rehabilitation funding for physical upkeep as the property ages
- Acquisition financing for prospective owners seeking to acquire affordable multifamily projects and maintain affordability over time
- Predevelopment funding for existing Low-Income Housing Tax Credit properties pursuing re-syndication

Eligible borrowers include, but are not limited to:

- Non-profit organizations
- For-profit organizations
- Governmental housing agencies, entities and instrumentalities
- Regional housing authorities
- Tribal governments and housing agencies
- Builders, corporations, limited liability companies, partnerships, joint ventures, syndicates and associations
- The Las Brisas Apartments property in Albuquerque was recently preserved through funding from the New Mexico Preservation Loan Fund.

"Receiving the Preservation award from Housing New Mexico had a transformative impact on Las Brisas Apartments, as the funding enabled us to make critical exterior and interior improvements that enhance both the quality of life for residents and the long-term sustainability of the property," said Post Real Estate Group Asset Manager Kevin Conde. "On the exterior, we refreshed the building façade and upgraded essential systems, including plumbing, roofing, and HVAC. We also made important safety enhancements – such as new second-floor staircase steps and secure vehicle gates – that improve both curb appeal

and resident security. Inside the units, we focused on rehabilitation efforts that matter most to residents: replacing outdated appliances, upgrading finishes, and enhancing overall livability to ensure comfortable, dignified homes for years to come. This award has not only improved the physical environment at Las Brisas but has also helped preserve the property's long-term affordability."

A resident of Las Brisas Apartments said living at the property has been a much better experience since the renovations.

"My unit feels completely refreshed – I love the new appliances, and even small changes like the updated flooring and fixtures have made my home feel more comfortable. It's clear that safety and quality were top priorities, which really makes me feel more at ease. The building looks better and feels safer overall, and I truly appreciate that all these improvements were made without losing the sense of community or affordability. It's meaningful to see real investment in the place we call home."

Housing New Mexico Chief Lending Officer Jeff Payne said the preservation loan fund is crucial to the state, as the availability of affordable housing continues to be a challenge.

"As affordable housing properties in the state age, it's important we have solutions to address the issue of potentially losing affordable housing opportunities for New Mexicans," said Payne. "Flexible funding from the New Mexico Housing Trust Fund allows us to provide these preservation opportunities to developers and other partners that ultimately benefit people in need of an affordable, safe place to live."

For details about the New Mexico Preservation Loan Fund, visit the Housing New Mexico website. To learn about all of Housing New Mexico's funding opportunities for developers, visit housingnm.org/developers.



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Sponsorship provides a platform to connect with both Primary members (apartment owners and managers) and Associate members (industry suppliers). Events are specifically designed to foster these relationships in a "fun and relaxed atmosphere," which can be more effective for building rapport than traditional cold calling.

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On-site Presence:

Opportunities to set up at specific locations (like a hole on the golf course) to interact with every participant.

Digital Exposure:

Your logo and company name are often featured on the AANM calendar, social media pages and promotional materials.

Industry Recognition:

Being associated with a "popular fundraising event" enhances your company's reputation as a committed industry partner.

Direct Lead Generation:

Events often include interactive elements where sponsors can engage participants:

Contests and Prizes:

You can host prize giveaways or raffles at your designated station, allowing for natural lead capture and conversation starters.

Extended Engagement:

The schedule includes breakfast, a shotgun start, and an awards lunch, providing multiple "touchpoints" throughout the day to reinforce your brand.

Support for Advocacy and Education:

Sponsorship funds help the AANM continue its mission of advocacy and education for the apartment industry. Supporting these initiatives demonstrates that your company is invested in the health and growth of the local market, which resonates well with property managers and owners.

For more information on sponsorship opportunities contact **Jennifer Winters at 505-822-1114**.



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MEET JENNIFER!

You may already know Jennifer Winters, PHR, as AANM's Director of Operations—but here's a closer look at the experience and dedication she contributes to the role at AANM.

Jennifer Winters brings nearly 40 years of administrative expertise to her role as Director of Operations for the Apartment Association of New Mexico. With a professional foundation built in both the private and non-profit sectors, Jennifer specializes in the critical intersection of Accounting and Human Resources.

A dedicated lifelong learner, Jennifer holds a Bachelor of Science in Business Management from Western Governors University and an Associate of Applied Science in Business Administration from Central New Mexico Community College. Her professional credentials include a long-standing PHR (Professional in Human Resources) certification and active involvement with the Society for Human Resource Management (SHRM).

Outside of the office, Jennifer is an avid animal lover who enjoys tending to her "menagerie" of pets. She treasures time spent with her children and grandchildren whenever the opportunity arises.

Jennifer remains a point of contact for the association, ready to assist members with expert guidance and industry recommendations.

Want to sign up for a sponsorship, or need guidance on becoming a state-certified smoke and vape-free property? Check in with Jennifer Winters. We're proud to have her on our team!



14 Stories of Ambition

In the early 1960s, Albuquerque was a city of "booming suburbs." If you wanted a nice home, the conventional wisdom said you had to move to the city's fringes. But a local dentist-turned-developer named M.M. Hardin had a different vision. He wanted to prove that Albuquerque had "arrived" as a major American city by building something it had never seen: a true luxury high-rise.

Completed in 1964, Park Plaza (located on 14th Street) was a massive gamble. At 14 stories, it was the tallest residential building in the state—a "slab-like" modernist tower of steel and glass that looked like it had been plucked straight out of New York City and dropped into the high desert. The Professional Hurdles: Hardin and his partners faced a challenge every AANM member knows today: Financing. Local banks wouldn't touch a project of that magnitude; they thought it was too risky for a "railroad town."

To make it happen, Hardin had to secure an FHA-guaranteed loan and convince the State Investment Council to back the \$2.96 million project using the teachers' retirement fund. The Community Impact: When it opened, it was the height of 1960s sophistication. The "Woman's Page" of the Albuquerque Journal gushed over the interiors, which featured cutting-edge garbage chutes, central forced air, and balconies for every unit. Despite an initial

struggle to fill the building—losing over \$500,000 in its first two years—Hardin stayed the course. By 1967, the building was 80% occupied, proving that there was a deep, untapped market for high-density, urban luxury in New Mexico.

The Legacy: Today, Park Plaza still stands as a landmark of the Albuquerque skyline. It transitioned from apartments to condominiums in 1979, but its origin story remains a testament to the boldness of New Mexico's housing providers. It represents that moment when the industry decided to stop following the suburbs and start building the "urban heart" of the city.



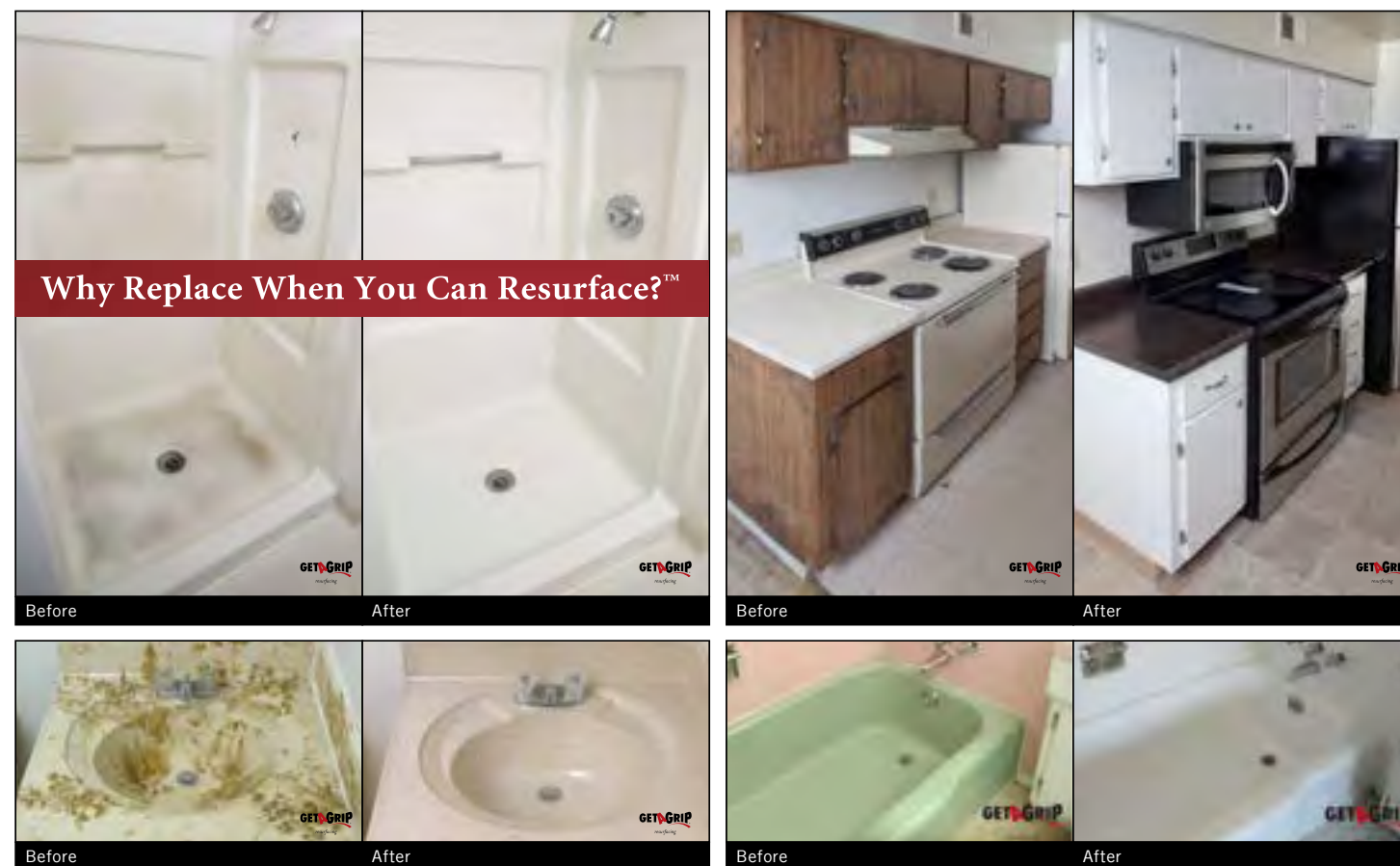
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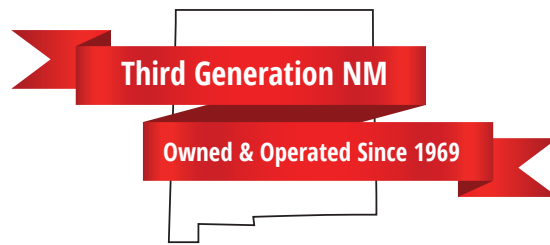
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