



New Orleans
Metropolitan
Association of
REALTORS®

CEO SEARCH

DYNAMIC | STRATEGIC | RELATIONSHIP-DRIVEN

*Lead a premier real estate association
in one of America's most
distinctive regions.*

NOMAR seeks a dynamic, strategic, and collaborative leader to guide our Association and its affiliated organizations into their next chapter.



CEO SEARCH PACKET



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Martin & Downs
Association Consulting Solutions



LEAD A PREMIER REAL ESTATE ASSOCIATION IN ONE OF AMERICA'S MOST DISTINCTIVE REGIONS

The New Orleans Metropolitan Association of REALTORS® (NOMAR) seeks a dynamic, strategic, collaborative, and personable Chief Executive Officer to lead the Association and its affiliated organizations (NOMAR, GSREIN — Gulf South Real Estate Information Network, Inc., and CID — Commercial Investment Division) into their next chapter.

This is an exceptional opportunity for an accomplished executive to lead an established REALTOR® organization while helping shape its future in one of America's most distinctive metropolitan markets.

Reporting to the three Boards of Directors, the CEO will provide strategic and operational leadership while building strong partnerships with volunteer leaders, staff, members, and industry and community stakeholders.

THE IDEAL CANDIDATE

NOMAR seeks an exceptional communicator and people leader who will:

-  Provide strategic vision and organizational leadership
-  Build a collaborative partnership with the Board and volunteer leaders
-  Develop, empower, set clear direction for, and inspire a high-performing staff
-  Strengthen member engagement, service, and value
-  Ensure sound financial stewardship and organizational sustainability
-  Build strong REALTOR®, government, industry, and community relationships
-  Support an innovative, responsive, member-focused MLS environment
-  Embrace technology and new approaches to improve organizational effectiveness
-  Ensure all three organizations are strategically aligned with the NOMAR Strategic Plan



The successful candidate will bring executive-level experience in a REALTOR® association, real estate or MLS organization, trade or professional association, nonprofit, or comparable organization. Experience in strategy, operations, finance, staff leadership, and governance is important. RCE, CAE, or similar credentials are desirable but not required.



Understanding that NOMAR favors "evolution rather than revolution" and preserving what's working well while thoughtfully addressing areas that will enhance long term organization effectiveness will also be key in NOMAR's decision to hire.



NOMAR seeks a leader with integrity, emotional intelligence, sound judgment, executive presence, and a collaborative spirit—someone who listens to diverse stakeholders, builds trust, welcomes new ideas, and can successfully lead change.



SUMMARY: The candidate who best demonstrates the ability to lead with integrity, communicate openly, build trust, develop people, and provide a strategic vision while keeping member value at the center of every decision will be the successful candidate.



THE OPPORTUNITY

NOMAR offers a competitive executive compensation and benefits package commensurate with qualifications and experience. Relocation assistance may be considered.



TO APPLY

Qualified candidates should submit a cover letter and résumé describing their interest and qualifications to MartinandDowns@gmail.com



APPLICATION DEADLINE: September 25, 2026

*The search is being facilitated by Martin & Downs, Association Consulting Solutions.
All applications and expressions of interest will be handled confidentially.*

New Orleans Metropolitan Association of REALTORS® is an Equal Opportunity Employer.



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QUALIFICATIONS & EXECUTIVE LEADERSHIP PROFILE

The ideal candidate will bring a combination of education, executive experience, professional knowledge, leadership competencies, and personal qualities that enable outstanding leadership, sound judgment, and sustained success in a dynamic REALTOR® association environment.



EXPERIENCE

- Demonstrated executive leadership experience, preferably as a Chief Executive Officer or senior executive of a REALTOR® association. Strong consideration will also be given to executives from the real estate industry, MLS organizations, or comparable trade/professional associations or nonprofit organizations.
- Approximately 5–10 years (or more) of progressive executive leadership experience directing organizational strategy, operations, finances, staff, and governance. Exceptional candidates with comparable accomplishments may also be considered.
- Demonstrated success working collaboratively with Boards of Directors, volunteer leaders, committees, and diverse stakeholder groups.



EDUCATION

- Bachelor's degree from an accredited college or university is strongly preferred.
- A graduate degree is a plus.
- Equivalent education, executive experience, and demonstrated leadership accomplishments will also be considered.



PROFESSIONAL CERTIFICATIONS

- REALTOR® industry and association credentials such as RCE, CAE, or similar executive leadership certifications are highly desirable but not required.



CORE COMPETENCIES

Candidates should demonstrate proven success in:

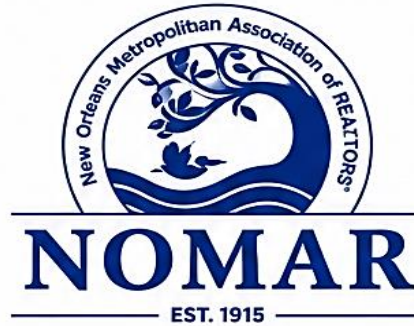
- Board governance and volunteer leadership
- Strategic planning and organizational execution
- Financial stewardship, budgeting, and fiscal accountability
- Staff leadership, coaching, and organizational development
- Member engagement, retention, and service excellence
- Building collaborative relationships within the REALTOR® family, including local, state, and national associations
- Executive communication, consensus-building, and organizational leadership



PERSONAL ATTRIBUTES

The successful candidate will demonstrate:

- Unquestioned integrity and ethical leadership
- Outstanding communication skills and executive presence
- A collaborative, relationship-oriented leadership style
- Accountability and sound judgment
- Strategic thinking coupled with effective execution
- Emotional intelligence and the ability to inspire trust
- A strong commitment to member value and organizational excellence
- The ability to balance continuity with innovation and organizational improvement



ORGANIZATIONAL OVERVIEW

The New Orleans Metropolitan Association of REALTORS® (NOMAR) is the professional trade association representing real estate professionals throughout the Greater New Orleans region. Founded in **1915**, NOMAR has more than a century of history supporting REALTORS®, promoting professionalism, providing education and resources, and advocating for a strong real estate industry and healthy communities. Today, NOMAR serves approximately 5,600 real estate professionals across ten parishes in the metropolitan New Orleans area.

Headquartered in Metairie, LA, NOMAR serves its members through several key areas, including professional development, education, advocacy, member resources, professional standards, and real estate data and MLS services. Its Commercial Investment Division (CID) provides specialized resources for commercial real estate professionals, while its MLS services (GSREIN) support REALTORS® and other real estate professionals across the region.



Professional Development & Education: Offering high-quality education, training, and development opportunities to help members grow their knowledge and advance their careers.



Advocacy: Representing members at the local, state, and national levels to promote policies that support real estate professionals, private property rights, and homeownership.



Member Resources: Providing essential tools, business resources, and programs that help members succeed in an evolving real estate market.



Professional Standards: Promoting ethics, integrity, and professionalism through the REALTOR® Code of Ethics and strong standards of practice.



Real Estate Data & MLS Services: Delivering accurate market data and advanced MLS services (GSREIN) to empower members and strengthen the marketplace.



Commercial Investment Division (CID): Supporting commercial real estate professionals with specialized resources, education, and networking opportunities.



Our Purpose: We work to strengthen our members, elevate the real estate profession, advocate for property rights, and contribute to a thriving Greater New Orleans community. Together, we make a difference for REALTORS® and the communities we serve.



MISSION

NOMAR promotes the business interests of its members, enhances their professional image and practice, and champions private property rights for all.



VISION

To be the trusted advocate and resource for the Metropolitan New Orleans real estate community.



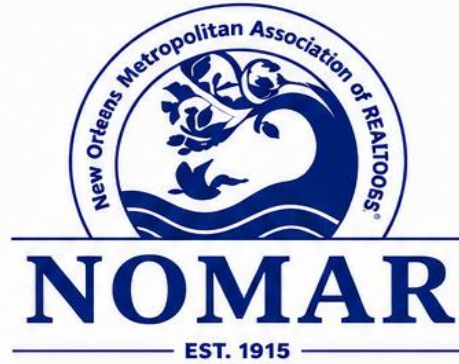
VALUES

- ✓ Service
- ✓ Integrity
- ✓ Professionalism
- ✓ Engagement
- ✓ Excellence
- ✓ Fiscal Responsibility
- ✓ Accountability
- ✓ Loyalty



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GREATER NEW ORLEANS AREA OVERVIEW

The Greater New Orleans area is a major metropolitan region in southeastern Louisiana, centered on New Orleans and extending across parts of Orleans, Jefferson, St. Bernard, St. Tammany, St. Charles, and Plaquemines parishes. The region has roughly **1.2 million** residents and serves as a cultural, commercial, and transportation hub for the Gulf South.



Economy: Historically driven by the Port of New Orleans, maritime trade, tourism, energy, healthcare, education, and logistics. More recently, advanced manufacturing, technology, and film production have added to the economic base.



Culture: New Orleans is internationally recognized for its distinctive Creole and Cajun influences, jazz, cuisine, Mardi Gras, festivals, and historic architecture. The broader region blends urban, suburban, coastal, and bayou communities.



Geography: The metropolitan area is shaped by the Mississippi River, Lake Pontchartrain, wetlands, and proximity to the Gulf of Mexico. Much of the population lives in low-lying areas, making flood protection, drainage, and coastal resilience important regional issues.



Major communities: Beyond New Orleans, significant population centers include Metairie, Kenner, Slidell, Covington, Mandeville, and Chalmette.



Transportation: The region is served by Louis Armstrong New Orleans International Airport, major interstate highways, rail connections, and one of the country's important port complexes.



Quality of life: The area offers a relatively distinctive lifestyle and comparatively moderate housing costs versus many large U.S. metros, but residents and businesses also contend with hurricane risk, extreme heat, flooding, infrastructure challenges, and coastal land loss.

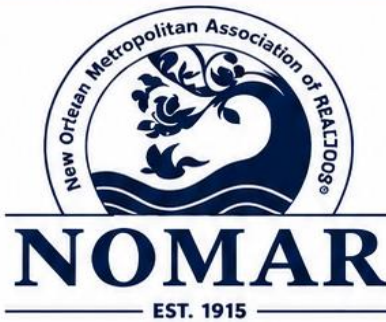


In short: Greater New Orleans is a culturally distinctive Gulf Coast metropolitan area with a diversified economy and major logistical importance, characterized by strong tourism and maritime industries alongside significant environmental and infrastructure challenges.



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METAIRIE OVERVIEW

Metairie is the largest suburban community in the Greater New Orleans area and is located in Jefferson Parish, immediately west of New Orleans. It is primarily residential but has a substantial commercial presence, making it a popular choice for people who want convenient access to New Orleans while living in a more suburban environment.



Location: Metairie is roughly 10–15 minutes from downtown New Orleans under light traffic, although commute times can vary significantly.



Housing: The area offers a mix of single-family homes, townhomes, apartments, and condominiums. Neighborhoods vary considerably in age, character, and price.



Lifestyle: Metairie tends to be more suburban and practical than New Orleans, with abundant shopping, restaurants, healthcare services, schools, and everyday amenities.



Employment: Many residents work in New Orleans, while Jefferson Parish itself has a substantial employment base in healthcare, retail, professional services, construction, and other industries.



Recreation: Lakeside areas along Lake Pontchartrain, Lafreniere Park, local sports facilities, restaurants, and easy access to New Orleans provide a broad range of recreational options.



Transportation: Having a car is generally useful. Major routes such as I-10, Veterans Memorial Boulevard, and Airline Drive provide regional access, but traffic congestion can be a consideration.



Schools: School quality varies by neighborhood and school district, so families should evaluate individual schools and attendance zones rather than treating Metairie as a single school market.



Flooding and insurance: Prospective residents should pay close attention to flood zones, drainage, elevation, homeowners/flood insurance costs, and the specific history of any property.



Overall character: Metairie is generally a practical choice for someone who wants suburban convenience, proximity to New Orleans, and a broad selection of housing and services, while remaining close to the region's culture and entertainment.



Bottom line for a newcomer: Metairie can be an attractive middle ground—close enough to enjoy New Orleans regularly, but with a more conventional suburban environment and extensive everyday amenities. The biggest factors to investigate before choosing a specific home are neighborhood, commute, schools, flood exposure, and insurance costs.

