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**COMPLETE**

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Page 1: GAAR Candidate Questionnaire - your responses will be viewable by the membership.

**Q1 General Info:**

**Name:** Channing Kelly  
**Firm Name:** Ida Kelly Realtors, LLC  
**Firm Address:** 7410 Montgomery Blvd NE - Suite 100  
**City:** Albuquerque  
**State:** NM  
**Zip:** 87109  
**Email Address:** channing@idakelly.com  
**Phone Number:** (505) 991-2739  
**Year Licensed:** 2002

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**Q2 Member Type:** \*\*Please select Designated REALTOR®/Participant if you are listed as the Designated/Qualifying Broker of your office.\*\*  
**Designated REALTOR®/Participant**

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**Q3 Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination?** **Yes**

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**Q4 Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years?** **No**

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**Q5 Are you applying for an Officer position? If so, which one?** **Respondent skipped this question**

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**Q6 Are you applying for a Director position?** **Yes**

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**Q7 If you selected "Officer" in question 5, have you served as an Officer or Director of GAAR or SWMLS within the past 5 years?** **Respondent skipped this question**

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2019 GAAR Candidate Questionnaire

**Q8** If you selected "Officer" in question 5, prior to nomination, have you had at least 5 transactions that closed in the prior 12 months in which you represented a buyer, seller, landlord or tenant or performed an appraisal AND/OR are you a QB of at least 5 Brokers?

Respondent skipped this question

**Q9** Years of REALTOR® Membership:

10-20  
years

**Q10** Please list all GAAR, SWMLS, RANM or NAR Committees or Task Forces you have been a member of: \*\*Hint - you can find your GAAR/SWMLS Committee history on your Member Portal.\*\*

SWMLS Board of Directors - 2017 to Present  
SWMLS Nominating Committee - 2018  
SUPRA Task Force & User Group - 2015  
GAAR Professional Standards - 2008-2011  
GAAR Nominating Committee - 2010  
RANM Central District Director - 2009-2010  
GAAR Board of Directors - 2006-2007  
SWMLS Policy Committee - 2003-2006  
GAAR Web Site Task Force - 2006  
GAAR Strategic Planning - 2006  
GAAR Leadership Program - 2003  
GAAR Orientation Focus Group - 2002-2003

**Q11** Have you participated in GAAR's Leadership Development Program?

Yes

**Q12** Please list any REALTOR® Institutes, Societies or Councils in which you currently hold membership:

None

**Q13** Please list any REALTOR® Designations you hold:

Seniors Real Estate Specialist

Page 2: GAAR Candidate Resume

## 2019 GAAR Candidate Questionnaire

**Q14** What opportunities and/or changes do you see facing the current real estate industry and how do those affect the association?

- Technology continues to impact the real estate industry at an amazing pace. As an association we need to ensure brokers have access to cutting edge technology -- via the mls and other products -- and are educated about the use of that technology.
  - Our industry has seen a proliferation of different business models and the association needs to serve as a top tier resource for brokers regardless of model.
  - E & O claims in our state are some of the highest in the country. GAAR should support Real Estate Commission efforts to raise the bar for qualifying brokers.
  - Professionalism remains an ongoing concern for our industry and GAAR should take the lead in educating brokers and supporting higher professional standards.
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**Q15** How has GAAR impacted your business and is there anything else GAAR can do to benefit the membership more?

GAAR supports my business and practice by offering education, mediation resources, and serving as a conduit for RANM and NAR information and best practices. GAAR should consistently ask membership what they need and how they can improve.

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**Q16** In your own words, describe what the next two-years in the real estate industry will look like:

As interest rates rise we will likely see a slow down in the market and a downward trend in prices as buyers purchasing power declines. The relative instability and unpredictability of the current federal government may lead buyers and sellers to hold off on making decisions as the 2020 elections approach. Technology will continue to drive changes in our industry at a rapid pace.

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**Q17** What leadership skills will be critical during this period and what education, experience, or training do you possess that would be beneficial on the Board of Directors?

I have my BA from Wesleyan University in Middletown, CT which has served me well in being able to evaluate and interpret new information. I've previously served on the GAAR Board of Directors as well as the SWMLS Board of Directors. Being a Director requires the willingness to be attentive to current issues, to devote the time necessary to properly prepare for meetings, and the ability to express dissent and lobby for change when it is best for the membership. Above all, Directors need to be more than a "rubber stamp" on the desires of the Executive Committee. As the Qualifying Broker for a small independent brokerage, I bring that perspective to the Board of Directors.

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**Q18** Tell us a little about yourself and why you would like to serve on the GAAR Board of Directors:

I'm co-owner and co-Qualifying Broker of Ida Kelly Realtors, LLC -- a brokerage originally started by my mother and business partner Ida Kelly. I've been selling real estate for 16 years and am an Albuquerque native. I have twin six year olds (the reason for my relative absence from the volunteer scene from 2012-2016!) who are already in the know about showing houses and installing lockboxes -- we're working on CMAs next! I'd like to serve because serving helps to keep me connected with our diverse membership and the changes in our industry. In addition, I'd like to see GAAR be more transparent and responsive to membership with regards to political activity and positions. If you want change, you need to be the change!

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