



2026 GAAR Board of Directors Candidate Questionnaire

Name

Samantha Ybanez



Brokerage Name

The Hive Real Estate Collective

Brokerage Address

PO Box 65322

City

Albuquerque

State

New Mexico

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

REALTOR®/Associate Broker

2. Have you been a a REALTOR® for at least three (3) years?

Yes

3. Have you been a member of GAAR for at least one (1) year?

Yes

4. Have you had any Code of Ethics violations or non-compliance of a membership duty in the last three (3) years?

No

5. For which position are you applying?

Director (2 year term, 5 available positions)

6. If you selected an Officer position, prior to nomination, have you had at least 5 transactions that closed in the prior 12 month period (August 1, 2024 - July 31, 2025) and/or are you a QB of at least 5 brokers?

N/A

7. To be eligible for an Officer position, you must have fulfilled a two (2) year term on the Board of Directors within five (5) years of nomination. Please provide the years you served as a Director or Officer on the GAAR Board of Directors. Please write N/A if not applicable.

N/A

8. If you selected an Officer position, have you served on at least one (1) GAAR or SWMLS Committee in the past five (5) years?

N/A

9. Please list all GAAR, SWMLS, NMAR or NAR committees or task forces you have been a member of. (You can find your GAAR/SWMLS committee history on your Member Portal.)

GAAR Ambassador Program (G.A.P.) 2024-present

10. To run for the position of President-elect, you must have fulfilled a two-year term on the GAAR Board of Directors (Officer or Director). If you selected to run for the President-elect position, have you served a two-year term?

N/A

12. Number of years licensed:

5-10 years

13. Number of years of REALTOR® membership:

5-10 years

14. Have you participated in GAAR's Leadership Development Program or NMAR's Growth & Involvement Program?

Yes

If yes, which one and what year?

2024

15. Please indicate which REALTOR® Designations you hold:

ABR

16. Please list any REALTOR® institutes, societies or councils in which you currently hold membership.

I am not with any institutes, societies or councils. That is why I would like to get involved with GAAR.

17. What are your primary disciplines in your real estate practice? Check all that apply.

Residential

18. Service as an elected Officer or Director requires attendance at Board of Director meetings - and Executive Committee meetings for Officers. Regular attendance is necessary for understanding Association business. As stated in the Association Bylaws, absence from three (3) or more regular or special meetings per fiscal year without an excuse deemed valid by the Board of Directors shall be construed as resignation. If elected, will you attend the regular and special meetings of GAAR as an Officer or Director?

Yes

19. What challenges face the current real estate industry?

Fear is having a real impact on the real estate industry. Buyers and sellers are worried about the economy, job security, high interest rates, rising home prices, stigmas around days on market, appraisal values, down payments, buyer broker compensation, home insurance, and natural disasters. REALTORS® are also facing their own concerns, from job security and changing industry rules or lawsuits to personal safety.

20. What challenges face the Association?

Our association does a great job providing education, but we also need to hold each other more accountable. When members don't follow the rules, it can still affect how the public sees us. Plus, with non-member REALTORS® in the area, the public often doesn't realize there's a difference, which can lead to misunderstandings that reflect on all of us.

21. Given the challenges you identified above, how would you contribute as a leader?

I'd lead by keeping a cool head, listening closely, and focusing on practical solutions. I like breaking things

down step-by-step so it's easier to address concerns about the market and our industry. I'd keep learning and building my knowledge so I can share the most up-to-date information and support our members through any changes.

22. How do you feel GAAR could be more relevant to our members?

I think GAAR could be even more relevant by engaging more members from boutique brokerages and welcoming brand new members/brokers into the fold. Committee participation is a great way to make that happen, and GAAR already does a wonderful job here.

23. Name an area where GAAR could be better and how you would address it.

I think GAAR can make a bigger impact by building a culture where we feel comfortable speaking up. When we work together to uphold our standards, it strengthens our profession and builds more trust with the public.

24. Describe the role of the Board of Directors of the Greater Albuquerque Association of REALTORS®.

The GAAR Board of Directors are volunteers who shape our association. Using the core values, they govern, create and implement policy for the future.

25. A position on the GAAR Board of Directors means serving your Association and putting the needs of the members first. Do you affirm that you will serve your membership, acting in a neutral capacity for the betterment of the members?

Yes, I affirm

26. What do you think will be unique about the next two-year time frame?

Climate risks like wildfires and flooding are starting to affect buyer decisions and affordability. Rising insurance costs and possible repair expenses matter more now, so we need to adjust our market analyses to reflect lower appraisal values and longer days on market for overpriced homes. Staying proactive helps us guide clients with realistic expectations.

27. What leadership skills, education, experience or training do you possess that you feel would be beneficial on the Board of Directors?

I bring 15 years of active-duty Air Force experience, where I led shifts of 12 or more people and kept operations running smoothly. I'm great at staying calm under pressure, really listening, and asking the right questions to make sure I understand the task. I like breaking things down step-by-step and taking great notes so nothing gets missed. I'm comfortable with technology, and if I don't know something, I'll track down the answer. I'm a team player who likes clear processes, avoids drama, and brings a positive attitude to the job.

28. What else would you like to tell the membership about yourself? (i.e. personal interests, activities, hobbies, etc.)

I enjoy time with my family. They are my world. We boat, camp and ride four-wheelers together. I love inappropriate cups and low-key passive aggressive shirts. I also really like BINGO (I have a Grogu BINGO bag and my stuffed pig, Piggy Smalls).

We appreciate your interest in serving. You will be notified when the Nominating Committee chooses the candidate slate for the upcoming election.