



2026 GAAR Board of Directors Candidate Questionnaire

Name

Vincent Cordova



Brokerage Name

Vincent Cordova

Brokerage Address

www.ValiantNM.com

City

Albuquerque

State

New Mexico

87144

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

Designated REALTOR®

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.)

I have not previously served on any GAAR, SWMLS, NMAR, or NAR committees or task forces. I see this as an opportunity to bring a fresh perspective to the board without being tied to "the way things have always been done".

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

N/A

President-elect position, have you served a two-year term?

12. Number of years licensed:

10-20 years

13. Number of years of REALTOR® membership:

10-20 years

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

No

If yes, which one and what year?

N/A

15. Please indicate which REALTOR® Designations you hold:

SRS

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

N/A

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?

We are facing not 1 challenge but many, first of all the Prices and rates are pushing good families out of the market. Number 2 Public trust is slipping because of misinformation and a few bad actors. And 3rd big tech companies are trying to replace local REALTORS® with apps like Zillow and realtor.com. This isn't the time to sit back — it's time to fight for our profession, protect our clients, and innovate faster than the disruptors.

20. What challenges face the Association?

The Association's biggest challenge is staying relevant and valuable in a rapidly changing market. Members need real support not just dues collection.

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

One of the biggest contributions I can make is bridging the gap between leadership and the agents in the field. I talk to brokers every day I hear their wins, their frustrations, and their needs. As a board member, I'd

bring that frontline perspective to the table, making sure every decision we make is grounded in reality, not just theory.

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

I think if GAAR made a push for more two-way communication, real-time updates on industry changes, and practical resources that give members an edge in winning clients and closing deals.

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

In my opinion member engagement is a weak spot. Many of us feel disconnected from GAAR and don't see it as a partner in their business. I'd address this by building a stronger boots-on-the-ground presence more town hall style meetings, targeted training for today's market, and more opportunities for members to be heard and involved in shaping our direction.

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

The board's role is to listen to members, anticipate changes in the market, and create policies and programs that protect and advance our industry. We're here to advocate, stay relevant and seen as a union to help our members.

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?

I think the next two years are going to be all about trust. Buyers and sellers are questioning everything right now like what we charge, how we work, if they even need us. The brokers who can show up, be real with people, and actually prove their value are the ones who are going to last. The rest will get left behind.

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

My strength is building relationships and leading from the front. I've led crews in the fire service and agents in real estate, two jobs where teamwork and trust make or break the outcome. I own a brokerage that I've built by connecting with people, solving problems, and getting results. I bring that same mindset to everything I do: listen first, act decisively, and follow through. On the board, I'd use those skills to bridge the gap between leadership and members, making sure every decision we make is grounded in the reality on topics we face every day.

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

Outside of real estate, I serve full-time as a firefighter Lieutenant here in Albuquerque. I'm a husband, a dad to three amazing kids, and the founder of The Valiant Foundation — a nonprofit that helps first responders with their down payment when buying a home. My faith in Jesus Christ is at the center of my life, and I believe in serving others with integrity and honesty!

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