

SWMLS Candidate Resume

Name: Bonsal Henry

Member Type:  Qualifying Broker  Associate Broker

Firm Name: Residential Appraisals, Inc.

Address: 14520 Encantado Rd NE, ABQ, NM 87123

Phone: 505-292-1245

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1. Have you been a REALTOR® member of GAAR and Participant/Subscriber in an SWMLS office for at least 3 years prior to this nomination?

YES

NO

2. Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years?

YES

NO

3. Are you applying for an Officer or Director position?

OFFICER (President, Vice President, Treasurer)

DIRECTOR

4. If you selected "Officer" in the previous question, which position are you applying for?

PRESIDENT

VICE PRESIDENT

TREASURER

5. If you selected "Officer" question 3, have you served as an Officer or Director of GAAR or SWMLS within the past 5 years?

YES

NO

6. If you selected "Officer" in question 3, have you been a member of a SWMLS Committee (Policy, Compliance, Research, etc.) within the past 5 years?

YES

NO

**1. REALTOR® Designations:**

None

**2. Number of years licensed: 23 + 3 before licensing existed**

**Years of REALTOR® Membership: 26**

**3. Have you ever been a Member of, or Chaired, a Committee or Task Force at GAAR, RANM, NAR, SWMLS or Other?**

Yes - Membership committee GAAR, Appraisal committee (and chaired) GAAR, Square footage task force GAAR, Board of Directors and 3 years as treasurer SWMLS, Compliance committee (and vice chair) SWMLS, Policy committee SWMLS, New MLS task force SWMLS (Innovia and Flex), Casa Pro input data update task force SWMLS

**4. Have you participated in GAAR's Leadership Series? \_\_\_\_ YES X NO**

**5. List any REALTOR Institutes, Societies, or Councils in which you currently hold Membership:**

\_\_\_\_\_  
\_\_\_\_\_

**6. In the appropriate space, indicate approximate percentage of your time that reflects your business**

- Single-family Brokerage: \_\_\_\_\_%
- Appraising: 100 %
- Counseling: \_\_\_\_\_%
- Farm & Land Brokerage: \_\_\_\_\_%
- Commercial Brokerage: \_\_\_\_\_%
- Mortgage Financing: \_\_\_\_\_%
- Industrial Broker: \_\_\_\_\_%
- Securities Brokerage: \_\_\_\_\_%
- Building & Development: \_\_\_\_\_%
- Property Management: \_\_\_\_\_%
- Other: \_\_\_\_\_%

**7. Service as an elected Officer or Director required attendance at Board of Director meetings. Regular attendance is necessary for understanding Association business. If elected, will you attend the regular and special meetings of SWMLS as an Officer or Director?**

X YES \_\_\_\_ NO

**If No, please explain:**

\_\_\_\_\_  
\_\_\_\_\_

## SWMLS Candidate Questionnaire

### 1. What challenges face the current real estate industry?

Ethics. Integrity. Professionalism. Doing what is right for the client and the industry as a whole. Increasing numbers of home sellers/buyers believe that real estate agents are an unnecessary expense within the sales transaction. The internet is becoming more and more of a primary tool of the buyer and seller. Real estate agents and by extension, lenders and appraisers must be ethical, competent and remember that a house sale is the largest investment most people make. Changing markets means that the MLS needs to meet the changing requirements of the industry.

### 2. What challenges face the MLS?

I think one of the biggest challenges we face is non-professionals (Zillow/Trulia etc.) interacting as local specialists. As more information is available to the public via the internet, it is important that our MLS offer the best and most reliable public and agent to agent information possible always remembering that real estate is local.

### 3. How do you feel SWMLS could be more relevant to our members?

By allowing our members to seamlessly integrate with third party providers to include calendars (and scheduling data) and for appraisers the ability to interface with specific software programs.

### 4. Name one problem you find with SWMLS, and how would you fix it:

Keeping up with relevant industry technology. I truly believe that our current MLS system, staff and board members have done and continue doing a good job of keeping us up to date with technology and integration. As technology improves so we need to continue to improve.

### 5. What is the role of the Southwest Multiple Listing Service?

At the top is the membership and the MLS and the Board of Directors should at every level ensure that we are doing our best to serve the membership. Keeping our data relevant and accurate is essential to our MLS.

### 6. What do you feel will be unique about the 2015/2017 time frame?

Systems and technology continue to change and we need to keep at the forefront of change for our member's benefit.

### 7. What leadership skills will be critical during this period?

Forward thinking. The ability to see and address the future as it is thrust upon us. Also the ability to listen to and respond to the changing needs of our members.

### 8. What unique leadership experience or skills do you have?

I sit on two sides of the industry. I can empathize with real estate agents and I bring the unique outlook of a long time appraiser to the Board of Directors. I have been involved and actively participated in GAAR and SWMLS. I have seen and survived the ups and downs of our industry. I bring an understanding of markets and technology and feel I can help in looking forward to the future challenges of our industry.

**9. Given the challenges that face the Association, why would you want to be a Leader?**

Currently serving as an appraiser member of the Board of Directors, I feel that I bring a different viewpoint to the operation of the SWMLS. Additionally, as a past member of the Board of Directors and various MLS and GAAR committees, I feel that I have a strong understanding of agent and appraiser needs and how these needs are impacted by SWMLS and changing technology.

**10. What are your thoughts regarding the transition to FlexMLS?**

I think our change to FlexMLS has been a good move and a good fit for all the various users of the MLS system. Can it improve? Of course, but this system has the flexibility to meet our changing needs.

**11. Which technology offered by SWMLS is your favorite and why?**

I love the ability of our MLS to be locally modified to our users needs. I love and have found the Tech Helpline, just that helpful.

**12. Additional remarks by Candidate:**

I have served on the SWMLS Board of Directors (more terms than I can remember) and as the treasurer for three years. I feel I bring both a different perspective and a knowledge base and enjoy the opportunity to give back both the appraisers and agents I have been lucky enough to serve. I hope you will allow me to continue as a director for another term.