

SWMLS Candidate Resume

Name: Joe Schumerth

Member Type:  Qualifying Broker  Associate Broker

Firm Name: eXp Realty

Address: 6565 Americas Parkway NE, Suite 200, ABQ, NM 87110

Phone: (505) 235-9904

Email: Joe.Schumerth@exprealty.com

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:**

Member of GAAR, RANM and NAR

**2. Number of years licensed: 16**

**Years of REALTOR® Membership: 16**

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

SWMLS – MLS Task Force, SWMLS Director and current Treasurer

**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:**

Member of SJCBR, SAFR and GAAR

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

- Single-family Brokerage:   95   %
- Appraising:        %
- Counseling:        %
- Farm & Land Brokerage:        %
- Commercial Brokerage:   5   %
- 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?**

The real estate industry is facing an aging agent population where the average age of today's buyer is in their early 30's and the average age of a Realtor is in the upper 50's. We need to be involved not only on the buying and selling side of our business, but on the attraction side to bring in bright, honest and smart people into our ranks as Realtors.

**2. What challenges face the MLS?**

Real Estate information is everywhere. Syndication has allowed some of these information sources to distribute our MLS data that is not always accurate and timely. The question exists as to who is the customer of the MLS and Association? Is the customer of the MLS our Realtors, the public, or even syndicators?

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

SWMLS is highly relevant to our membership. I believe that when we are busy working in our real estate business that we may not take the time to work on the framework of our core. The association and MLS are core to my real estate business. That is why I am part of this process.

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

I think one of the biggest problems that face us all is time. For the MLS to function and evolve, we need good, smart, and dedicated volunteers to serve on committees, as Directors, and Officers. Get involved and reach out to Realtors that you know and trust to be part of our Association and MLS.

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

The role of the SWMLS is to provide accurate and timely data to our customers. Our customers are the Realtors who pay for the service and gather the data. The Realtor's function is to turn this data into relative information for use by the home buying and selling public.

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

How do we make the data that we provide the most relevant to the public and differentiate the information we create from the data and information that exists in the information market.

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

The ability to assimilate information, apply strategic planning while managing change will be essential.

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

I have sold hundreds of homes, helping both Buyers and Sellers in the process. My main focus today is mentoring and growing Agents to become leaders in this market. I know real estate, grasp and embrace technology, and see trends developing in a changing industry environment that both you and I must be part of. I have served as a Director and Treasurer.

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

I can't sit back and complain about the changes in the industry. I must be part of the process to grow, learn, and guide as these changes occur. Change is being thrust upon us. We must be part of the process to assure that we remain relevant to the buying and selling consumer.

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

I am happy with the transition to FLEX it was time to replace Rappattoni. I was a supporter of the switch and part of the evaluation process.

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

I can't choose one item from the package of technology the we provide. The technology creates a well rounded "tool box" for us to use in our business. The most amazing part of an MLS is the co-operation between Realtors to create and maintain a MLS system.

**12. Additional remarks by Candidate:**

Thank you for reading this information. If you are not involved with GAAR and the SWMLS I challenge you to become involved. Our Association and MLS are critical to our business. Reach out to me or any of the other Directors, Officers, or staff to see how you can become involved.