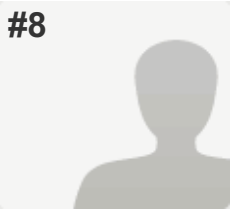


#8

**COMPLETE****Collector:** Web Link 1 (Web Link)**Started:** Monday, September 12, 2016 11:23:38 AM**Last Modified:** Monday, September 12, 2016 12:17:28 PM**Time Spent:** 00:53:49**IP Address:** 75.160.59.38

## PAGE 1: SWMLS Candidate Resume

<b>Q1: Name:</b>	Channing L. Kelly
<b>Q2: Member Type:</b>	Qualifying Broker
<b>Q3: Additional Info:</b>	
Firm Name:	Ida Kelly Realtors, LLC
Address:	Suite 100
Address 2:	7410 Montgomery Blvd NE
City/Town:	Albuquerque
State:	NM
ZIP:	87109
Email Address:	channing@idakelly.com
Phone Number:	(505) 991-2738
<b>Q4: Have you been a REALTOR® member of GAAR and Participant/Subscriber in an SWMLS office for at least 3 years prior to this nomination?</b>	Yes
<b>Q5: Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years?</b>	No
<b>Q6: Are you applying for an Officer position? If so, which one?</b>	<i>Respondent skipped this question</i>
<b>Q7: Are you applying for a Director position?</b>	Yes
<b>Q8: If you selected "Officer" in question 6, have you served as an Officer or Director of GAAR or SWMLS within the past 5 years?</b>	<i>Respondent skipped this question</i>
<b>Q9: If you selected "Officer" in question 6, have you been a member of a SWMLS Committee (Policy, Compliance, Research, etc.) within the past 5 years?</b>	<i>Respondent skipped this question</i>
<b>Q10: Number of years licensed:</b>	10-20 years
<b>Q11: Years of REALTOR® Membership:</b>	10-20 years

**Q12: Please list all GAAR, SWMLS, RANM or NAR Committees or Task Forces you have been a member of:**

2015 - GAAR Lockbox Task Force and User Group  
2013 - 2015 - GAAR Realtor Fund Committee  
2010 - 2011 - RANM Bylaws Committee  
2008 - 2011 GAAR Professional Standards Committee  
2010 - GAAR Nominating Committee  
2008 - 2009 - RANM Board of Directors  
2008 - GAAR Leadership Development Committee  
2006 - 2008 - GAAR Board of Directors  
2003 - 2006 - SWMLS Policy Committee  
2006 - GAAR Website Task Force  
2006 - GAAR MLS Vendor Selection Task Force  
2005 - GAAR Strategic Planning Committee  
2002 - 2003 - GAAR Orientation Focus Group  
2003 - GAAR Leadership Program Participant

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**Q13: Have you participated in GAAR's Leadership Series?** Yes

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**Q14: Please list any REALTOR® Institutes, Societies or Councils in which you currently hold Membership:**

I do not currently hold membership in any institutes, societies or councils.

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**Q15: Please list any REALTOR® Designations you hold:**

I do not currently hold and designations.

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**Q16: In the appropriate space, indicate approximate percentage of your time that reflects your business (must add up to 100%)**

- Single-family Brokerage:	95
- Farm & Land Brokerage:	5

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**Q17: Service as an elected Officer or Director requires attendance at Board of Director meetings. Regular attendance is necessary for understanding Association business. As stated in the Association Bylaws, missing three (3) or more meetings is considered resignation from the Board of Directors. If elected, will you attend the regular meetings of GAAR as an Officer or Director?** Yes

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**PAGE 2: SWMLS Candidate Questionnaire**

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**Q18: What challenges face the MLS and the current real estate industry?**

The MLS faces the ongoing issue of balancing data access for consumers while simultaneously recognizing and supporting the value of the real estate broker in the transaction. Additionally, the MLS faces myriad compliance issues with local, state and federal regulations as well as NAR mandates. Also critical is ensuring active brokers across all generations are able to adequately keep up with and take advantage of new technologies and manage the ever increasing volume of information related to a transaction.

For the industry as a whole, housing affordability continues to be an issue in many cities -- especially for the so-called millennial generation who hold the keys to lifting the overall home ownership rate from it's current all time low.

**Q19: How do you feel SWMLS could be more relevant to our members?**

I love the partnership SWMLS pursued with the Albuquerque Journal to easily publish open houses entered into the MLS in their "Home" section. A great example of efforts that benefit consumers and brokers.

I'd like to see SWMLS collaborate with FlexMLS to add features that would help brokers in their day to day practice -- such as being able to register through the MLS to be notified if an offer is received or to easily communicate with previous showing brokers when a price is reduced. Some of this is possible now but could be streamlined. These are also long-term propositions because they deal with changing the underlying software structure which is implemented over hundreds of MLSs.

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**Q20: Name one problem you find with SWMLS, and how would you fix it?**

As a member, SWMLS is doing a great deal right in my opinion. I've been pleased with the regular integration of new technology offerings through the MLS (ShowingTime, Infosparks, Etc.). If there are concerns I believe they often have more to do with broker behavior, i.e. failure to enter comprehensive information, failure to place listings in the MLS, than the MLS itself.

That having been said, I'm sure there is no shortage of concerns from members, staff and volunteers and I would willingly be part of the team to help address those concerns.

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**Q21: What is the role of the Southwest Multiple Listing Service?**

The role of the SWMLS is to (1) facilitate cooperation and offers of compensation between brokers; (2) to provide accurate listing data to brokers and, via syndication, to the public; and (3) to provide other related technology and services to support members.

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**Q22: What do you feel will be unique about the 2017/2018 time frame and into the future?**

The defining issue in the next several years will be interest rate increases the Fed is hinting at and how they impact the housing market after consumers have become used to historically low interest rates. Locally we have significant budgetary challenges for the State of New Mexico that will impact every industry and likely ultimately the tax environment in the state for business and industry. From an MLS standpoint, each year brings new technologies and consumer demands that the MLS must respond to in order to stay current in the marketplace.

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**Q23: What leadership skills will be critical during this period?**

Leaders today must be able to intelligently review and analyze presented information, know what questions to ask to better understand information and situations, communicate effectively, collaborate and compromise, be able to review and understand budgets and budgeting processes and be willing to take a stand, raise concerns and disagree when necessary.

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**Q24: What unique leadership experience or skills do you have?**

My BA is from Wesleyan University in Middletown, CT. I received my Associate Brokers license in 2002 and my Qualifying Brokers license in 2006. As the co-owner of our boutique brokerage I possess a wide range of skills ranging from marketing, management, accounting and, of course, sales -- along with the leadership skills I listed in the previous question. I've previously served on both the GAAR and RANM Boards of Directors and have volunteered for a number of organizations in a variety of capacities and know what it takes to be an effective volunteer.

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**Q25: Given the challenges that face the Association, why would you want to be a Leader?**

Every organization has challenges -- as one is solved, another arises. You can complain, or you can engage and work to be part of the solution. I choose to engage. In engaging I help my fellow members, receive the personal satisfaction of being a "giver" and in the process learn a great deal about our industry -- including news, trends and technology.

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**Q26: Which technology offered by SWMLS is your favorite and why?**

Of course none of us would be able to function without the core MLS technology of the FlexMLS database and the Supra lockbox key, but beyond that I've been quite happy with the WordPress plug-in offered through FlexMLS because it allows me an easy way to integrate real time MLS data into my website.

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**Q27: Additional remarks by Candidate:**

I appreciate your taking the time to review my credentials and consider my candidacy. If you have questions prior to voting, please feel free to contact me at [channing@idakelly.com](mailto:channing@idakelly.com) and (505) 991-2739.

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