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Page 1: 2024 GAAR Board of Directors Candidate Questionnaire

**Q1**

General Info:

**Name:** Deva Khalsa  
**Firm Name:** Lisa Hebenstreit Realty LLC  
**Firm Address:** 2601 Juan Tabo Blvd NE, Suite A  
**City:** Albuquerque  
**State:** New Mexico  
**Zip:** 87112  
**Email Address:** deva@bbonm.com  
**Phone Number:** 5056038815

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**Q2** REALTOR®/Associate Broker

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

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**Q3** Yes

Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination?

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**Q4** No

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

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**Q5** Have you had any disciplinary actions from the New Mexico Real Estate Commission for any violations? If yes, please elaborate. If no, indicate N/A.

n/a

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**Q6**

For which position are you applying?

Select one

**Director**

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**Q7**

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

**No**

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**Q8**

If you selected an "Officer Position" in question 5, prior to nomination, have you had at least 5 transactions that closed in the prior 12 months (August 1, 2022 to July 30, 2023) and/or are you a QB of at least 5 Brokers?

**YES – I have had at least 5 transactions that closed in the prior 12 months**

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**Q9**

Number of years licensed:

**1-5 years**

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**Q10**

Years of REALTOR® Membership:

**1-5 years**

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**Q11**

Please list all GAAR, SWMLS, NMAR or NAR Committees or Task Forces you have been a member of: **\*\*Hint - you can find your GAAR/SWMLS Committee history on your Member Portal.\*\***

Current committee member of ABCD since September 2022 and current Resources sub-committee chair.

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**Q12**

Have you participated in GAAR's Leadership Development Program, NMAR's Growth and Involvement Program or any other leadership training?

**Yes,**

If yes, which one(s) and what year(s)?:  
LDP with GAAR Jan. 2021

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**Q13**

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

NAR  
NMAR  
GAAR  
SFAR

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**Q14**

Please list any REALTOR® Designations you hold:

REBAC - ABR 2021 in person

REBAC - AHWD 2021 on line & 2023 in person

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**Q15**

**- Residential**

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

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**Q16**

**Yes**

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, absence from three (3) 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 meetings of GAAR as an Officer or Director?

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**Q17**

**Yes**

Have you reviewed the Board Responsibilities document and do you agree to abide by these responsibilities? See Board Responsibilities here.

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Page 2: 2024 GAAR Board of Directors Candidate Questionnaire

**Q18**

What challenges face the current real estate industry?

1. lack of housing inventory
  2. relatively high-interest rates
  3. inflation due to pandemic
  4. racial inequity in availability of resources
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**Q19**

What challenges face the Association?

The association seems to lack a sense of belonging. Some members are unsure of how they benefit from participating other than mandatory ce's. I am curious how many realtors see the face value and even use the resources. There is a lack of coziness and welcome feelings when you walk in the door UNLESS you are on a committee which has been a game changer for me.

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**Q20**

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

I am approachable, honest and inspiring. I have the ability to make a direct impact on others. I have a real desire to help this association meet its potential and help us become better as a real estate community.

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**Q21**

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

Inspire members to get involved. Create engagement and talk WITH the members rather than AT the members. More outreach and connection with the brokers.

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**Q22**

Name one problem you find with GAAR, and how would you fix it:

One of the challenges that I would like to approach is that GAAR has many membership benefits and I would like to show members this and help them to more fully participate.

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**Q23**

Describe the role of the Board of Directors of the Greater Albuquerque Association of REALTORS®:

A group of professional people responsible for governing a corporation and the unique aspects associated with governing a not-for-profit organization. To inspire members to get involved and up their game with professionalism, education and outreach.

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**Q24**

**Yes**

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

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**Q25**

What do you feel will be unique about the next two-year time frame?

How to come out of this high inflationary historical time of the pandemic with homebuyers discouraged with high interest rates hence they hold onto their current homes with low-interest rate mortgages. We are also seeing an influx of out-of-state homebuyers and investors due to the relatively low average cost of housing in NM.

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**Q26**

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

I embrace higher education and hold degrees one of which is in Economics. I was an entrepreneur in Santa Fe for 26 years and understand and have experience as a community leader & member. I bring intrinsic leadership skills that are fuelled by passion and enthusiasm for connecting people. I have a natural and innate ability to connect people.

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**Q27**

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

I was a small business owner/entrepreneur in NM for over 20 years prior to becoming a realtor. I have lived in NM for 27 years and am an active community member and single mother. I love living in NM and being in nature. I love to explore; hike, ice skate, dance, cook, and I am Canadian.

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