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Page 1: 2024 GAAR Board of Directors Candidate Questionnaire

**Q1**

General Info:

**Name:** Eanika Nunez  
**Firm Name:** Realty One of New Mexico  
**Firm Address:** 9674-3 Eagle Ranch Rd  
**City:** Albuquerque  
**State:** NM  
**Zip:** 87114  
**Email Address:** EanikaServes@gmail.com  
**Phone Number:** 505-440-5067

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**Q2** Designated REALTOR®

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

**Treasurer (2 Year Term, Officer Position)**

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**Q7**

**Yes**

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?

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**Q8**

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

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 am a QB of at least 5 Brokers**

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**Q9**

**5-10 years**

Number of years licensed:

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**Q10**

**5-10 years**

Years of REALTOR® Membership:

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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.\*\***

2018 Help Start YPN Committee

2019 Vice Chair YPN Committee

2020 Chair YPN Committee

2021 SWMLS Tech Committee Member

2022 SWMLS Tech Committee Member

2023 SWMLS Tech Committee Member

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**Q12**

**Yes,**

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

If yes, which one(s) and what year(s):  
GAAR LDP Graduate 2022

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**Q13**

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

Women Council of Realtors (WCR)  
Young Professionals of Albuquerque (YPA)  
Desert Forge Foundation (DF)  
Disabled American Veterans (DAV)

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**Q14**

Please list any REALTOR® Designations you hold:

Military Relocation Professional (MRP) Certified Residential Specialist (CRS)

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**Q15**

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

- Residential,
  - Coaching/Training,
  - Farm & Land,
  - Building & Development,
  - Other:
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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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**Q18**

What challenges face the current real estate industry?

Challenges facing the current real estate industry are supply and demand imbalance, affordability in an era of uncertainty. In many regions, there was an imbalance between housing supply and demand. This led to rising property prices and affordability issues, making it difficult for many people, particularly first-time home buyers, to enter the market. High property prices and stagnant wage growth were making it challenging for individuals and families to afford homes. This issue was especially pronounced in urban areas where housing costs were significantly higher. However, our industry is one of the largest contributing segments contributing to our economy and American Dream, therefore there will always be a demand for homeownership in spite of the rising rates or inflation.

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**Q19**

What challenges face the Association?

Regrettably, the absence of realtor engagement stems from a twofold predicament. Primarily, Realtors® often find themselves engrossed in the demands of their professional and personal commitments. Secondly, the limited involvement is further exacerbated by a lack of awareness regarding the extensive advantages offered by GAAR/SWMLS to its members, leading to this disconnection.

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**Q20**

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

Nurtured by my service in the Marine Corps, I've ingrained a dual identity: that of a teacher and a dedicated servant. This quality has been instrumental in shaping my ethos. Drawing from the skill sets honed during my service, coupled with my innate propensity for leadership through service, I am poised to collaborate with the Board and the membership. Together, we can illuminate the path of understanding, forging a connection that encourages active participation in our realtors and amplifies comprehension of GAAR's/SWMLS benefits. I can achieve this by leveraging my expansive network, and spanning both local and national spheres, adds an invaluable asset in the pursuit of these aspirations.

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**Q21**

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

GAAR is relevant to our members. How can they be MORE relevant? By possibly encouraging more realtors such as myself and others to post videos on social media and draw more realtors into involvement using industry peers. Since social media is the new generation hub, possible calls to action on the GAAR website could assist in realtor involvement.

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**Q22**

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

Being that I have been involved with GAAR, I understand how to get involved and I know the benefits. However, the majority of realtors do not understand how important GAAR, NMAR and NAR are to our industry. We need more Realtors, like myself who are willing to hit the pavement and educate ALL Realtors. This would lead to better trust, involvement and culture.

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**Q23**

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

GAAR Board of Directors is a very important yet rewarding role. The Board provides direction, implements strategic planning, establishes policy, enforces the Code of Ethics, there is a fiduciary duty by the Board to govern the membership with honesty and care, protect the interest of the members and to establish and sustain future growth and ethical standards.

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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?

In the next two-year time frame, changes in the climate of real estate due to interest rates, supply vs demand, world trade and the rise or fall of inflation, plus many others are sure to come. There will be unique industry changes where adaption will be critical.

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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?

As a Veteran of the Marine Corps, I have established experience in training and leadership which can benefit the board of directors. I currently sit on the Board of Directors for Desert Forge (non-profit 503C) outside real estate. I am a part of several committees with GAAR and SWMLS. I am a graduate of GAAR Leadership Development Program. I have chaired and helped start a committee at GAAR (YPN). I have achieved my C2EX endorsement from NAR which has enhanced my training as a broker. I have served on many organizations which speak for my experience, traits and skills. I also manage and mentor brokers under my supervision as a Qualifying Broker which alone has been an amazing experience in honing my skills.

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**Q27**

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

I am a veteran and was nominated by Belinda Franco to be featured on Albuquerque Real Producers Magazine for veteran's month in 2021. A public speaker when asked to speak in real estate conferences nationally. I have spoken at 4 conferences in the past 2 years in 4 different states. I speak 7 languages fluently. I love to work out and travel the world. I collect currency from each place I visit. I am a mom of 2 kids. One with special needs. I value people over anything. I'm always ready to serve my peers and sphere.

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