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Page 1: 2022 GAAR Board of Directors Candidate Questionnaire

Q1

General Info:

Name: Christopher Joseph Venegas
Firm Name: Coldwell Banker Legacy
Firm Address: 500 Unser SE Blvd Ste 101
City: rio rancho
State: NM
Zip: 78124
Email Address: chris.venegas@cblegacy.com
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Q2 REALTOR®/Subscriber

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

Q3 Yes

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

Q4 No

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

Q5

Which position are you applying for?

Select one Director

Q6

Respondent skipped this question

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?

Q7

Respondent skipped this question

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 (prior to August 1, 2020) and/or are you a QB of at least 5 Brokers?

Q8

1-5 years

Number of years licensed:

Q9

1-5 years

Years of REALTOR® Membership:

Q10

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.**

- SWMLS Policy (Vice chair currently)
 - GAAR Rookie of the year committee
 - Bowl-a-thon committee
-

Q11

No

Have you participated in GAAR's Leadership Development Program?

Q12

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

Member of GAAR, NAR, and SWMLS

Q13

Please list any REALTOR® Designations you hold:

N/A

Q14

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

- Single-family Brokerage:	75
- Appraising:	0
- Coaching:	10
- Farm & Land Brokerage:	10
- Commercial Brokerage:	5
- Building & Development:	0
- Property Management:	0
-Real Estate Instructor	0

Q15**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?

Page 2: 2022 GAAR Board of Directors Candidate Questionnaire

Q16

What challenges face the current real estate industry?

The current Real Estate industry is under huge distress from the lack of inventory, Recovering from Covid-19, and The fast rise in pricing. Trying to get new buyers into homes has never been harder or competitive. For Realtors as industry experts it's become harder and harder for new agents to gain traction in this market. Years ago open houses were a great way to get business. Now with homes going within the day scheduling them has become much more challenging not to mention much of 2020 not having any at all. Because of this it's brought a new breed of agents into the business. With strong initiative and tenacity to earn the trust of new clients in an ever changing market.

Q17

What challenges face the Association?

Adapting To Technology Trends. Being a Gen Z myself we are the largest generation in America and growing up with technology makes us have a very fast past and accustomed to fast responses. Not that there's anything wrong with it, it's just the way of this new generation. We as an association need to be able to keep up with a very fast paced culture that moves with technology. Many large Real Estate tech companies are making a big push to have a presence in the ABQ metro area. We need to do things to combat it and keep our members relevant to the transaction.

Q18

Given the challenges that face the Association, how would you contribute as a leader?

First and foremost keeping things simple. Oftentimes things get more confusing and complex trying to solve problems. I plan to listen to our members and any ideas they may have. I also plan to get more Involvement and volunteers within the GAAR programs and committees. By spreading the word and targeting the next generation of Realtors who will bring in fresh ideas to the table.

Q19

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

Helping new members stay the course. Becoming a Realtor is no easy feat. GAAR members need every possible resource and advantage possible. This will keep the membership numbers higher while providing the public with the highest quality services.

Q20

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

Education! Many issues that we found in the SWMLS Policy Committee was, is this an issue SWMLS can fix or is this simply something GAAR needs to better educate its members of? Most cases it was debated that it was an education issue. That brings the next question of, what is the best way to execute that training. There is no perfect way but I know a great place to start is the New Broker Business Practice required for new agents to take their first year. Within the last few years many industry norms have changed with the market and many new rule changes as well. Educating these new agents will be a great start to ensure a prosperous future for the GAAR membership.

Q21

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

The role of the Board of Directors is to uphold the GAAR Mission and Vision for its members respectfully, Listen to the membership with an unbiased viewpoint, and to maintain a professionalism in work and personal life.

Q22

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

Of course how the inventory will look. However looking more in depth I think we will see that ABQ will never be like 2019 again. I firmly believe this city has forever changed with the industry's moving in and the improving quality of life here. The markets will Hopefully level out with inventory and multiple offers but I don't see a 3 bed 1,500 sqft house going back to being \$160,000. Those days are over. My hope is people from other states will see the value here as well.

Q23

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

Being a past GAAR Rookie of the year, Volunteering with GAAR for multiple fundraising events, along with being the current Vice Chair for SWMLS Policy has equipped me greatly. I believe one of my greatest attributes will be bringing someone younger like myself into the leadership. Much of our past board members are agents that started with a purchase agreement of one page. We need agents that can bring in fresh ideas and what better than to bring in the newest generation. John Lopez (past GAAR president) was a large advocate for bringing in younger agents to the leadership. He has been a great mentor since I got into business alongside Danny Vigil (NMAR President) who was also a big advocate for me getting involved with the leadership.

Q24

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

I enjoy participating in the GAAR events such as the GAAR Golf tournament, Bowl-a-thon, and Denim and Diamonds. You'll often see me driving around in my blue Corvette as cars are one of my biggest passions. I also enjoy investing in Real Estate, Going to the gym, Traveling, shooting, collecting old antiques, and I secretly love collecting Lego sets!
