

# Santa Fe



Association of REALTORS®

## 2018 SFAR Candidates Packet for:

- President
- President Elect
- First Vice President
- Board of Directors



### **Kurt Hill – President**

I am honored to serve on the SFAR Board of Directors as your President. I fully understand the commitment and responsibility of serving. I have served three times previously on the Board. It's a lot of work and I am willing to volunteer my time for Our Association.

I know firsthand the inner workings of SFAR. I have served on countless committees and task forces since 1985. I have chaired the following committees: Real Estate Weekly, Commercial Council, MLS, Grievance, Government Affairs and Realtor of the Year.

I have worked for large, medium and small real estate firms and now for myself. I have sold properties from \$6,000 to \$12,500,000. I have managed residential homes, homeowner/condominium associations and downtown commercial buildings. I have no allegiances. I pride myself in listening to all points of view and trying to make the fairest decisions for all.

I promise to serve you honestly, fairly and be fiscally responsible.



### **Beth Stephens – President Elect**

Beth is serving as First Vice President on the board of the Santa Fe Association of Realtors. She is a member of the Grievance Committee, the Government Affairs Committee and a planning member of the Santa Fe Specialist Designation group. Beth has been an associate broker at Sotheby's International Realty, formerly French and French, since 2002 and has been a realtor in the Santa Fe and Northern areas for 14 years. "Your Association is comprised of an experienced, knowledgeable and sincere group of your fellow realtors. The Association Staff and the distinguished Affiliates group (the "A" team) plus all of the committees that keep our association up to date and running smoothly, work tirelessly to make this the best Association of Realtors that we can be for our beloved Santa Fe, our area and each other." Beth is honored to be the nominee for the commitment of President Elect. She vows to fulfill the position to the best of her abilities with the expert knowledge and assistance of the Santa Fe Association and its board.



## **Roger Carson - First Vice President**

I am asking for your vote for First Vice President of the Santa Fe Association of Realtors. Last year I was elected to the SFAR Board of Directors and as your representative, I am pleased to report that it has been a successful year. First, I attended all board meetings, arriving on time, prepared, engaged, and stayed until all business was concluded. The main question I asked myself prior to casting any vote was whether it was in the best interest of our members. I proudly stand behind every vote.

In addition to serving as a Board Member, I served on the Community Services committee and the Grievance committee. As a member of the Community Services committee, I was responsible for creating a program to help Santa Fe's homeless veterans. This new program is a collaboration between SFAR, Santa Fe County, and the Santa Fe Housing Trust and focuses on helping homeless vets work their way back into home ownership and back into our community. As the Chair of the Grievance committee, I have seen first-hand how important improving education and professional training is to our industry. I hope to work more on these important issues as First Vice President.

The responsibilities of the First Vice President require awareness of state and national issues that affect our business. In January 2017, I attended the RANM conference in Santa Fe and in August 2017, I attended the three day RANM annual conference held in Ruidoso. Each time I represented SFAR as an alternate RANM director. During these conferences I attended caucuses', roundtable discussions, and heard from local and national speakers. I voluntarily attended the National Association of Realtors annual conference in Orlando, Florida in November of 2016, as well as the NAR legislative session in Washington D.C. in May of 2017. By attending two state conferences and two national conferences in one year, I have gained a lot of experience and I continue to be passionate about our industry and the professionals who work in it.

Additionally, for the last 10 years I have been a contributing writer for the "Spouses Selling Houses" column and I have written about everything from the economic effects of immigration on the real estate market, to negative effects of a transfer tax. I have six years of experience as the valuation expert for the Santa Fe County Tax protest board and I'm also an active board member of my own Vista Encantada Neighborhood Association. Finally, I really enjoy selling real estate here in Santa Fe and would be honored to receive your vote for First Vice President.



### **Christopher John Harris – First Vice President**

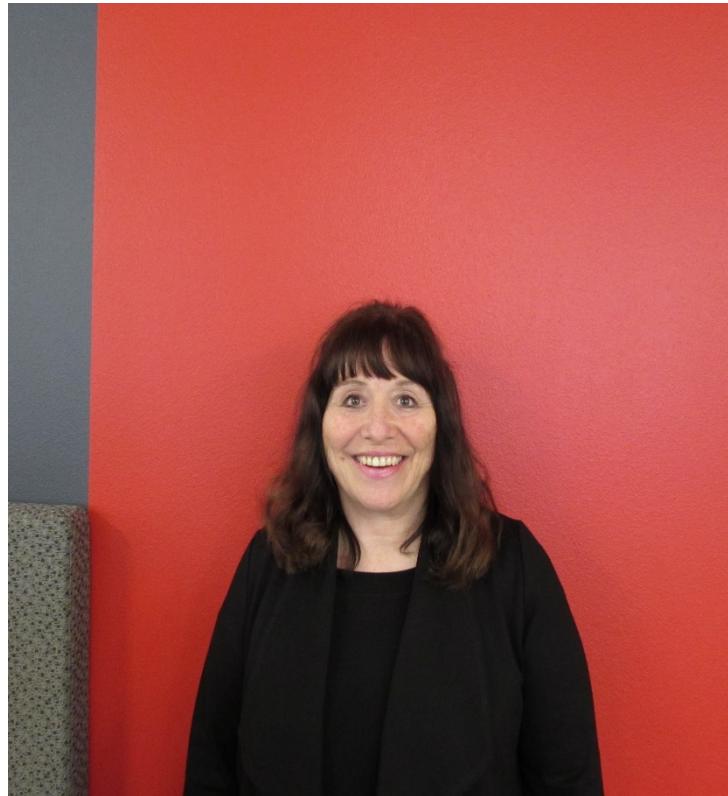
Christopher is Co-Owner and Designated Qualifying Broker of Realty One of New Mexico in Santa Fe, Raton and Taos (Enchanted Circle). Christopher is adept at business development, organizational management and strategic planning, which combined with his love of real estate and leadership makes owning his own real estate company a highlight in a very diverse and exciting career.

Christopher is also a Real Estate Coach and Mentor. Accredited as a Certified Co-Active Coach (CPCC) gifted in the art of listening to understand, sensitive to the importance of effective communication and skilled at negotiation and business development. His processes and systems are proven and developed in concert with the direction Real Estate and Technology are moving.

Christopher uses his knowledge of Real Estate processes and Technology trends to leverage the latest Internet marketing tools to maximize the internet and social media into highly effective marketing and branding. He has developed several comprehensive strategies to deliver customized home buyer and home seller resources to his clients including an after-sales resource program.

Retired Navy Commander with 24 years of active Naval service as a Surface Warfare Officer. His leadership experience and personal fortitude are the foundation of his tenacious work ethic and perseverance. He will listen to you, understand your needs and work tirelessly on your behalf.

Christopher is a father of eight wonderful children and is a very happy grandfather of two. He holds a Bachelor's of Science in Environmental Design from the University of Colorado at Boulder, a Masters of Public Administration from Old Dominion University, coaching certification from the Coaches Training Institute (CTI) and is also a certified mediator and negotiator.



## **Anna Marie Baca – Director**

In 2002, I was on the Santa Fe Association of Realtors' Board and Co-Chair of Governmental Affairs. My history of serving on several Boards are inclusive of the Santa Fe and Albuquerque Homebuilders; and New Mexico Homebuilders Associations; The Santa Fe Chamber Music Festival; and Habitat for Humanity. My service is also inclusive on being the Santa Fe City Councilor in 1997.

My interest in real estate began in 1983 as an Office Manager. My real estate career as a licensed Associate Broker began in 1990-2007. After a 7-year hiatus, I was relicensed in 2014. My pursuit during my hiatus was an education at the University of New Mexico towards a Masters in Music in piano performance after taking care of my mother for three years. My degree requires my graduate piano recital.

My passion in my real estate now is taking my real estate business to the next several levels of expertise. My interest lies in coaching Associate Brokers, participating on the ALC Board of Keller Williams Realty, and serving our community in Santa Fe through the Board of Realtors. Your vote will be greatly appreciated.



### **Lisa Bybee – Director**

Born and raised in Santa Fe, Lisa Bybee has deep familial roots in the area along with knowledge – both cultural and historical – she readily shares with newcomers and locals alike. Lisa has visited 14 foreign countries, speaks passable Spanish and German, and enjoys tennis, travel, fine food, hiking and many of Santa Fe's entertainment and culturally diverse options throughout the year with family and friends.

Lisa's educational background includes English (BA) Hotel (Business) Administration (MS) as well as teaching English in Santa Fe at St Michael's High school and ESL abroad in Germany and the Czech Republic. Lisa's employment experiences have been diverse – with 20+ years in sales (hospitality, print, real estate) and education, and management. Her current sales career started in 2005 in real estate and in 2013, Lisa started her own property management company in Santa Fe as a manager of long term rentals for her clients.

As an active member of the Santa Fe Association of Realtors, Lisa has participated in several committees including MLS, Membership (former Chair), Community Services, and Property Management Council (former Chair). She also has been invited several times over the past two years to present the Property Management section of the New Broker Orientation Manual to incoming brokers joining SFAR.

Lisa has a vibrant, aware, and often witty energy about her that can be infectious; she has a can-do attitude about almost everything and uses this positive approach in her daily life with family, friends, and clients.



## **David Cordova – Director**

David Cordova is an Associate Broker at Sotheby's International Realty and a resident of Santa Fe/ He is a native New Mexican born and raised in the small village of Chimayo. His ancestry is rich with Spanish heritage. David's experience ranges from having grown up with the family's elite homebuilding company focusing on "southwest style" homes, owning art galleries both in Santa Fe and Northern New Mexico and as a film producer, actor and casting director with his company, Route 66 Studios.

David has a BA in Economics and International Business Studies from the University of New Mexico. David understands that New Mexico offers a unique, diverse, modern and traditional lifestyle that has something for everyone. The dream of home ownership in New Mexico is not just buying a home, but being a part of the rich cultural environment only Northern New Mexico has to offer. Whether you're interested in the Tewa Pueblos or the Spanish colonial culture, David is the person that can not only help you purchase or sell your home, but also engage you in that wonderful experience of moving to this unique part of the world. The beautiful mountains, ancient ruins, skiing and guiding trails are part of the reason why New Mexico is that special place that awaits you. David also has very strong experience in the commercial real estate market.

David has been featured in numerous publications such as the NM Magazine, Outside Magazine, Field and Stream Magazine and The New York Times. David would love to help you find your new exceptional home or property that will bring alive the dream you have always had. If you also wish to sell your property, David will make sure you are represented with an experienced team that will maximize your investment. David is also on the Board of Directors for the Santa Fe Realtors Association and the Cornerstones Community Partnerships.

David represented the buyer's recently in the Millicent Rodger's estate known as Turtle Walk in Taos, which is currently the highest price residential sold in Taos within the last 6 years.



## **Andrea Dobyns – Director**

My name is Andrea Dobyns and I am an associate broker with EXP Realty. I currently am on the Education Committee, Community Services Committee, Technology Committee, Government Affairs Committee, and Membership Committee. During my time as a realtor I have created physical safety, situational awareness, and cyber safety courses for my fellow realtors. I am grateful to have the chance to share my knowledge and do my part to educate members on how to stay safe.

I have enjoyed being involved with the association because I am able to see, and be a part of the great things happening here. I feel like I have been a part of this association my entire life because my dad Robbie Dobyns has been involved as long as I can remember!

I was born and raised in Santa Fe and love the community I live in. I am a graduate of The University of Arizona. I was a police officer for almost 13 years for the city of Santa Fe. I was a patrol officer, detective, sergeant, lieutenant and spokesperson. During my time as an officer I supervised patrol teams, the entire investigations unit and Internal Affairs. I was also in charge of, and spent years in The Crimes Against Children Unit, though it was tough at times I felt the work of protecting children was some of the best work I could do for our city. I was lucky enough to learn about budgets, present in front of city council and occasionally sit on boards such as Juvenile Justice and The Mayor's Youth Advisory Board during my time with the department.

Outside of real estate I coach recreational and competitive gymnastics at the gym I grew up in. I enjoy being a mentor and inspiration to the youth in our city. I also own a local food truck called Santafamous Street Eats! I truly enjoy being involved and serving Santa Fe.

Saving the best for the last...When I am not busy working I am focusing on my fabulous 7-year-old daughter. She is a competitive ice skater, gymnast and just joined the swim team. We love bike riding, skiing, traveling, playing and loving life together! She is the best part of my world!

Thank you for your time and consideration and I hope to be a part of this board. We have wonderful members and I would love to be instrumental in such a great association. I am very thankful for this opportunity. Please feel free to reach out to me with any questions.



### **Laura Decker - Director**

I first came to Santa Fe in 2011, visiting my sister who had just moved here. I immediately fell in love with the city and all the outdoor activities it has to offer (along with the food, art, and kind people to boot!). I could never wait for my next visit! I finally made the permanent move to Santa Fe in 2015, where practicing real estate seemed like a natural way to combine my background in the service industry and love for helping others with my artistic interests in home and design.

I have always risen naturally into leadership roles, and continue to do so in this profession. In my first two years of practicing real estate, I have accomplished a great deal. Among other things, I have completed several transactions, become Vice President of Membership of the Women's Council of Realtors, joined SFAR's Technology committee and taught classes, chaired SFAR's Membership committee, and helped organize a training program for my fellow new brokers at our Coldwell Banker office.

I am passionate about everything that I do. Whatever the project may be, I like to throw my whole self into it. I am loyal and thorough, and like to make sure that things get done well and with a positive attitude. I also like to find creative, sometimes unconventional solutions to problems. I enjoy looking at things in a different way, which can be just the fresh perspective needed to serve on SFAR's Board of Directors.



## **Drew Lamprich – Director**

Drawing upon a business background of home renovation and investment properties, Drew Lamprich is a professional guide through the intricacies of the home buying and selling process. Having studied Metropolitan Studies at New York University and Sociology at the University of Tulsa, Drew is adept at creating win/win real estate transactions for all involved. As Santa Fe is full of opportunities for both buyers and sellers, Drew's mission is to help his clients maximize and navigate the local market respectfully, balancing its worldwide draw with our local history and customs. Drew has defined his success in Santa Fe working with clients of all backgrounds and real estate goals, from the first-time home buyer to luxury listings. Additionally, he brings a strength in land specialization, a proven track record in both buying and selling residential and ranch land properties. Believing in the long-term client relationship in real estate, Drew is a trusted resource that is able to handle all your real estate needs.

*“With land as it is with houses, it is a wonderful honor to help both sellers and buyers accomplish their goals and dream”*  
- Drew Lamprich



## **Gavin Sayers - Director**

### **CAREER AND EXPERIENCE**

I have been a Realtor in Santa Fe since January 2000. I have a strong business background having worked for years in the corporate world on both sides of the Atlantic. In the UK, in the brewing industry focusing on property management, retailing, strategic planning and management training. In the US, I joined a start-up franchising organization in Dallas for Family Entertainment Centers featuring laser tag and other attractions. We sold franchises (\$500K each) all over the states and into 38 other countries. Even floated on NASDAQ. Needing a change I moved to Santa Fe in 1999 and have been in Real Estate ever since.

Wanting to contribute to SFAR and hone my knowledge and skills, I joined the MLS Committee in 2003 and served through 2010 becoming Chair (and an SFAR Director) in 2008 and 2009 in the depths of the recession. My focus as MLS Chair was always on what would serve the members best and how could the system be improved. Then, in 2011 I joined the RANM Forms Committee (term ends 12/31/17) where I similarly tried to bring a pragmatic approach to the complicated task of updating our “one size fits all” contracts to suit different practices around the state as well as complying with the law and REC Regulations.

Life and business experience, and many skills learned along the way, have equipped me well to be a successful Realtor and Director for SFAR.

### **WHY ELECT GAVIN (FOR A SECOND TERM) TO THE BOARD OF SFAR?**

- Well qualified/experienced including SFAR BOD '08 & '09
- 16 years' service to either SFAR or RANM
- Active Realtor and Top Producer
- Deep and practical appreciation for the challenges of our job
- Member Focused
- Pragmatic & open minded
- Not afraid to challenge the status quo (amicably)
- Forward thinking
- A believer in the KISS principle!
- Husband, father and outdoorsman (time permitting)

If elected I commit to always putting the interests of members first. I would appreciate your vote on October 5<sup>th</sup>. Thank you.



## **Evelyn Spiker – Director**

Born in Canada, Evelyn grew up in Chicago, lived in Ottawa for 17 years, then Minneapolis and Boston before finding her true home in the Southwest. Evelyn's experience includes technical and marketing positions at IBM, management consulting at Andersen Consulting, and project management for large government programs with The Devon Group. Evelyn left the corporate world for a move to Santa Fe in 1995. She created and ran a high end special events company before starting her real estate career in January 2005.

What this background means to her real estate clients is that she approaches real estate sales as a business, and uses her project management skills in handling negotiations and the contract process, and she truly understands the psychological impact of this important process. Her clients receive detailed research, organized follow-up and thorough guidance. She is a strong believer in continuous education and staying informed, especially important in an ever-changing market. Some of this education resulted in certifications and designations including 1) Member and Designee of the Council of Residential Specialists (CRS), 2) Transnational Referral Certified (TRC), 3) GREEN Certified, 4) Resort and Second Home Property Specialist (RSPS), 5) Certified Fine Homes International, 6) Certified Relocation Specialist. From her first year as a Realtor, she has consistently earned national and local awards, including Prudential Real Estate's President's Circle (top 3%). Her love of nature prompted her to study Biology at Carleton University, but she later decided that a degree in Psychology was more relevant to business, project management and consulting which was her chosen career path.

Her personal interests include outdoor sports, gardening and entertaining, and she particularly enjoys the beautiful mountains of Santa Fe throughout all seasons. She has served on the Buckaroo Ball Board, Rotary International, the Board of her Homeowner's Association, 13 years on the HOA's Architectural Review Committee, managed events for the Concorso and for The Santa Fe Symphony.

In this demanding real estate environment, integrity, persistence and creativity must unite in order to achieve success. Evelyn is 100% committed to providing clients with professional knowledge, experience, connections and skills. Reputation is paramount in this business, and she is determined to provide a level of service so exceptional that they refer her to their friends, family and colleagues.

She conducts business with the highest standard of professional and personal ethics. Her clients can be confident that their real estate needs will be handled in a trustworthy, professional and efficient manner.



### **Jennifer Wnuczek – Director**

Working in the film industry, as well as in the hotel industry, Jennifer has called Santa Fe home for more than 20 years. Her extensive management and customer service skills, attention to detail, and especially her ability to listen carefully to her client's needs and desires made real estate a natural career choice. Jennifer grew up in Whitefish Bay, Wisconsin and attended the University of Wisconsin, graduating with degrees in Film and English. She has worked extensively as a volunteer for the Special Olympics and Habitat for Humanity. In 1995, Jennifer was accepted for a position with Americorps Vista, an organization providing full time assistance to public agencies and non-profit community organizations for the creation and expansion of programs designed to bring low income individuals and communities out of poverty. Building on her experience as a college athlete, Jennifer was a member of the Santa Fe Adult Soccer Club for many years. She enjoys the lively arts and music scene in Santa Fe and loves being outdoors. Occasional escapes to ocean locations, skiing, hiking, biking and cooking keep her free time busy.