

Greater Antelope Valley Association of REALTORS®, Inc.
2024 Director Information Form

Name: Andrea Castaneda

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PLEASE COMPLETE THE FOLLOWING QUESTIONNAIRE WHICH WILL BE SCANNED AND MADE AVAILABLE TO THE MEMBERSHIP ON GAVAR WEBSITE.

Type of real estate license held: Broker's License
Full Time - Yes

Year first licensed - 2003

Are you an office Owner? No Manager? No Agent? **Yes - Broker-Associate**

What is your area of business expertise?

Single Family Residential Sales, with experience in the REO/Short Sale/Corporate sale sector

Do you have any professional designations?

GRI, CRS, SRES, CPRES

Do you have any additional professional certifications?

What is your current involvement with GAVAR? Please list all committees and task forces.

Chairperson of the Grievance Committee

MLS Committee

LGR Committee

Palmdale and Lancaster Sub-Committees for LGR

What is your educational background?

Associates of Arts in Science from College of the Canyons

Have you had other career(s)? No, real estate has been my only career.

What is your motivation for running for an Officer position on the Board of Directors?

I think it is vitally important to be involved in the community where you live and work. I would like to be on the Board of Directors so that I can have a voice and be an advocate for the membership of GAVAR.

What is the greatest asset that you bring to the Board of Directors?

Experience. Having been a Director for GAVAR for 4 years in the past, I also have over 20 years of experience in the real estate industry. I would like to bring my knowledge and expertise to the table to help the members of GAVAR sustain longevity in the changing real estate market. I also have extensive experience with the Corporate, Default and REO sector of real estate. With the potential of a market corrections/adjustment looming, I would like to bring my experience to the Board of Directors to help the membership be prepared to handle and adapt to a potentially changing market. My perspective in this space can help GAVAR leadership prepare and protect its members for the adjustment.

What do you see as the greatest challenge to the real estate industry today?

The greatest challenge I see today in the real estate industry is a combination of high interest rates/with high prices and low inventory. Buyers are being priced out of the market due to the higher cost of homes in conjunction with higher rates. Sellers are also holding off on listing their homes due to not wanting to lose the low rate they currently have on their home. In addition, there are other factors influencing sellers to not list their homes, and this has created a bottleneck in inventory. I believe the reason we have low inventory is NOT due to an abundance of buyers. I believe it is due to a lack of sellers. We need to get more homes listed and/or built so that we can create a healthy real estate market. We also need to have interest rates softened a bit so more buyers can get back purchasing power.

Within the next 3 years?

There are several issues I foresee as potential challenges to our industry in the next 3 years. One of the greatest challenges I see is the pressure being put on the industry to try to cut/regulate/dictate how brokerages can charge commissions. This can result in a significant financial impact to everyone in real estate and it is imperative that we fight to retain our rights to have a say in how and what we are able to charge clients to assist them with their real estate needs.

I also think it is imperative that we fight to retain ownership rights for homeowners. I foresee a challenge in the future, especially in the areas that GAVAR covers, for government overreach to dictate to sellers what they can/can't do with their properties, and when they are able to retain possession, for tenants to fail to pay rent. Personal property rights should not be infringed on.

Lastly, I think there is quite a bit of uncertainty for buyers and sellers of the economic future of our country, and this is making some of them nervous to be purchasing/listing currently. Depending on how the economy responds in the future, I think that this will have a significant impact in the real estate industry.

What do you see as the greatest challenge to GAVAR today?

The greatest challenge to GAVAR is, and has been for quite some time, that other organizations and MLS's want to take over our MLS and territory. The Antelope Valley, due to its geographical location and distance from other major cities to the South, and affordability, remains appealing to many buyers looking to purchase a home. Buyers will keep looking here so other MLS's want access to our listings without paying for them. I believe that our membership would be impacted negatively if we were to forfeit GAVAR in favor of joining a larger MLS conglomerate. I believe that outside MLS's need GAVAR more than GAVAR needs outside MLS's.

Within the next 3 years?

Aside from keeping the autonomy of our MLS, some of the greatest challenges I see in the future are a continued lack of inventory as well as keeping and creating jobs locally for our residents. We need to encourage the cities to work with builders and assist them with building affordable homes for buyers. We also need to encourage them to keep businesses from closing so that our buyers and sellers have local retail/dining/industry available to them. We also need to encourage the cities to bring more industry to the Antelope Valley so that our residents can have access to higher paying jobs. This will help members of GAVAR by keeping the Antelope Valley as an appealing place to live, work and play.

What is your community involvement?

I volunteer at a resource center for women in the Antelope Valley

Sponsor for Cure-A-Child

Volunteer to help build homes for veterans