

**NORTHEAST FLORIDA ASSOCIATION OF REALTORS®, INC.**  
**CANDIDATE'S APPLICATION QUESTIONNAIRE FOR AN OFFICER OR DIRECTOR POSITION**

1. Name Memory Hopkins
2. Firm Name/Address Memory Hopkins Real Estate
3. Position held at Firm owner/broker, broker associate, sales associate, etc.?  
a. Area of real estate specialty? residential, small commercial  
b. How much time do you spend in this profession? 80%  
c. In what field is the balance of your time spent? 20%
4. Number of years licensed. 42 Realtor® since. 1983
5. What was your occupation prior to obtaining a real estate license? Cashier
6. Will you commit to attending the monthly Board of Directors meetings, general membership meetings, and any other special meetings as required? yes
7. Are you willing to keep up with the volume of communications that concern association matters i.e., reading material, background material, etc.? yes
8. Do you understand that, as a NEFAR Officer/Director, you will not hold a ceremonial position but rather one with fiduciary duties, responsibilities, and obligations to assist in moving the Association forward in the coming years based on the Strategic Plan? yes
9. Do you understand that you may be asked to assist with special assignments during the year, and are you willing to commit to those assignments? yes
10. Do you contribute to RPAC? yes Would you be willing annually to become, at a minimum, a \$99.00 RPAC contributor as an Officer or Director of this Association? yes
11. What education level and skill sets do you possess that qualify you for the requested position(s)?  
past President of 3 separate Associations of Realtors  
1 small, 1 medium, 1 large
12. Qualifications (list positions held, year, and principal services if not on your attached resume/bio)  
a. Realtor association activities (local, state, and national)  
see Resume

b. Civic Activities

St. Augustine Lions Club  
Alpha Omega Miracle House  
Christmas Come True

c. Leadership positions

Past President of 3 Boards of Realtors  
" " Chambers of Commerce  
" " St. Augustine Chapter NCR  
" " St. Augustine Lions Club

13. What motivates your interest in serving as an Officer or Director?

Growing NEFAR to Phcompass smaller surrounding Boards for the betterment of realtor members and the consumer.

**Question 14. & 15. For MLS Director Position Only**

14. Please describe your level of expertise regarding MLS technology.

PAST PRESIDENT of MLS BOARDS - use of multiple MLS platforms. 42 years of MLS participation from pre-computers to today.

15. What is your knowledge of RETS, RESO, Data Integrity, and the new MLS rules and guidelines?

Knowledgeable because of RETS, RESO etc... Compliance while serving on Flagler County MLS Board as President.

16. If selected by the Nominating Committee, I will abide by the Leadership Standards of Conduct in the NEFAR Policy Manual and I will commit to the duties of the position(s) if selected, including a minimum donor of \$99 for RPAC annually and serve in any of the following Officer/Director positions indicated below:

*Mamory Hopkins*  
Candidate Signature

4-14-2025  
Date

Please check any position or positions for which you desire to be considered by Nominating.

- NEFAR Director
  - NEFAR President-Elect\*\*
  - NEFAR Treasurer\*\*
  - NEFAR Secretary\*\*
  - NAR Large Association Director\*\*\*
- OR
- NEFMLS Director

## Memory Hopkins, Broker

Licensed in Florida

### Memory Hopkins Real Estate

386-931-9464 direct

93 B Orange St. St. Augustine, FL 32084  
210 S. Beach St. Ste 202 Daytona Beach, FL 32114

[Memory@MemoryHopkins.com](mailto:Memory@MemoryHopkins.com)

[www.MemoryHopkinsRealEstate.com](http://www.MemoryHopkinsRealEstate.com)

### Professional Qualifications

**Memory Hopkins has over 40 years of experience in the sale and marketing of residential, waterfront, resort, farm, land, and commercial real estate.**

**Memory has 35 years of experience in brokerage and employee management as well as agent recruitment.**

### Experience:

#### 1990- Broker/Owner: Memory Hopkins Real Estate

Dec 2009- Feb 2012 Managing Broker: Keller Williams Realty, Atlantic Partners, St. Augustine/Palm Coast, FL

Nov 2008- Dec 2009 Broker-Associate: Watson Realty Corp., Palm Coast, FL

May 2006- Oct 2008 Managing Broker: Weichert, Realtors-Hallmark Properties, Central Florida

Jun 2005- May 2006 Managing Broker: Weichert, Realtors-Colpoys Palm Coast, FL

#### Mar 2002- May 2005 Broker/Owner: Weichert, Realtors-First Residential Group, Syracuse, NY.

2001-2002: Broker-Associate: GMAC Real Estate, Syracuse, NY.

2000-2001: Broker-Associate: Prudential First Properties, Syracuse, NY.

1985-1990: Broker-Associate: Sun Harvest Realty, Cato, NY.

1984-1985: Licensed Salesperson: Banning Realty, Weedsport, NY.

1983-1984: Licensed Salesperson: Mosher Real Estate, Auburn, NY.

### Licenses and Certifications:

Licensed Real Estate Broker (FL) 2005

E-Pro Designation 2001

Certified International Property Specialist (CIPS) 2000

Certified Buyer Representative (CBR) 1996

Licensed Real Estate Broker (NC) 1994

Certified Residential Specialist (CRS) 1993

Graduate of the Realtor's Institute (GRI) 1990

Certified New York State Assessor 1986

Licensed Real Estate Broker (NY) 1986

Licensed Real Estate Salesperson (NY) 1983

### Education:

#### National Association of Realtors Residential Council:

RS 201 Listing Strategies for the Residential Specialist 1992 RS 202 Sales Strategies for the Residential Specialist 1992

RS 200 Business Development for the Residential Specialist 1993

RS 206 Computer Applications for the Residential Specialist 1995

#### Management Training Institute

Managing a Real Estate Brokerage Effectively, 1991

Marketing Management in a Real Estate Brokerage, 1991

Counseling & Performance Evaluation 1991

#### NYS Association of Realtors

Realtors Institute Course I 1989

Realtors Institute Course II 1989

Realtors Institute Course III 1990

#### Real Estate Training Center

NYS Real Estate Broker's Course 1986

#### NYS Department of Equalization and Assessment

Phase I Assessment Administration 1984

Phase II: Introduction to Appraisal, 1985

Phase III Farm Appraisal 1986

Board of Assessment Review 1986

### Awards:

2021 **Member of the Year**, local BNI Chapter

2010 Top Lister and Top Agent Overall, Keller Williams Realty, St. Augustine

2010 Silver Award, Keller Williams Realty International

2008 Top Lister and Top Sales, Weichert, Realtors-Hallmark Properties

2007 Executive Club, Weichert, Realtors Franchise Award

2006 Top Lister, Weichert, Realtors-Hallmark Properties

1996, 1998-2002 "Platinum Award", the Greater Syracuse Association of Realtors

1990-2003 selected to the NYS Association of Realtors Honor Society

1991 named "**Realtor of the Year**" by the Cayuga County Association of Realtors

## **Memberships and Affiliations:**

**Women's Council of Realtors 2011- (St. Augustine Chapter Chair 2014)**

**St. Augustine/St Johns Association of Realtors 2012-**

**Northeast FL Association of Realtors 2010- Director 2024-**

**Flagler County Association of Realtors 2005- President 2017**

**FCMLS 2005- President 2018**

**Daytona Beach Association of Realtors 2006-**

**Florida Association of Realtors 2005-**

**Greater Syracuse Association of Realtors 1986-2005**

Board of Directors 1995-1999

Executive Committee 1996-1998

**President 1998**

President Elect 1997

Second Vice President 1996

Regional MLS Committee 1992, 1994

Grievance Committee 1997-2002

Legislative Committee 1999- 2004

**Chairperson 2003-2004**

Professional Standards Committee 2000-2005

**Chairperson 2000-2002**

**Central New York Information Services (MLS) 1986-2005**

Director 1999-2000

Risk Reduction Committee 1999-2002

Forms Task Force 1999-2005

**New York State Association of Realtors 1983-2005**

Board of Directors 1990-2004

Political Affairs Committee 1991-1999

Research and Analysis Committee 1991

Legislative Committee 1991-2004

International Committee 1998-2004

RPAC Trustee 2000-2004, **Chairperson 2002-2003**

Professional Standards Committee 2001-2004 **Chairperson 2004**

Government Affairs Committee 2000-2005

**National Association of Realtors 1983-**

Land Use Property Rights Committee 1998

Federal District Coordinator 2000-2004

**Council of Residential Specialists 1993- (NYS Chapter President)**

**Cayuga County Association of Realtors 1983-2005**

Board of Directors 1988-1996

Board Orientation Committee 1988

Forms Committee 1988-1989

Education Committee 1988-1997 (Chairperson 1993-1997)

Secretary 1988

MLS Chairperson 1989

President Elect 1989

**President 1990**

Treasurer 1991

Secretary 1992

Developed and Chaired Strategic Planning Committee 1991-1992

## **Chambers of Commerce:**

**Daytona Regional Chamber of Commerce 2014- 2023 (President, Business Connector Group and Ambassador)**

**Port Orange Chamber of Commerce 2013-2016**

**St. Johns County Chamber of Commerce 2011- 2024 (Chair South Beach Council 2013-2015) (Chair St. Augustine Area Historic Council 2019-2020)**

**Flagler County Chamber of Commerce 2007-2016**

**Weedspport Area Chamber of Commerce 1993-2002 (President 1995-1996)**

**Greater Syracuse Chamber of Commerce 2003-2004**

**Cayuga County Chamber of Commerce 1991-2005**

Board of Directors 2003-2005

First Vice President 2004

**President 2005**

## **Business Network International BNI**

Local Chapter Net Worth 2020-2022 (VP 2021-2022)

**Member of the Year 2021**

## **Community Organizations:**

Ancient City Lions Club (Secretary) 2011-2018

St. Augustine Lions Club (Secretary) 2018-2022

St. Augustine Lions Club (**President 2022-2024**)

Flagler/Palm Coast Civic Association 2009-2011

Flagler Habitat for Humanity Development Committee 2005-2011

Weedspport Lions Club 1993-2004

Victory Firemen's Auxiliary 1984-1992 (President 1985-1987)

## **Government:**

### **Township of Victory**

Elected Assessor 1984-1990 (Chairperson 1989-1990)

Appointed to the Zoning Commission to develop zoning law, 1988-1989

Appointed Secretary of the newly formed Planning Board, 1990-1992

Appointed Chairperson of Planning Board 1992-1994

Appointed to Cayuga County Planning Board 1992-1994