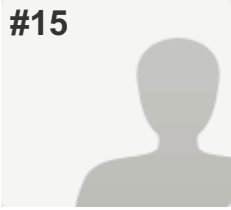


#15

**COMPLETE****Collector:** Web Link 1 (Web Link)**Started:** Friday, August 05, 2016 10:56:02 AM**Last Modified:** Friday, September 09, 2016 7:04:00 PM**Time Spent:** Over a month**IP Address:** 73.26.230.43

## PAGE 1: GAAR Candidate Resume

<b>Q1: Name:</b>	Sarah Lopez
<b>Q2: Member Type:</b>	Associate Broker
<b>Q3: Additional Info:</b>	
Firm Name:	Berkshire Hathaway Home Services NM Properties
Address:	6711 Academy Rd NE Ste B
City/Town:	Albuquerque
State:	NM
ZIP:	87109
Email Address:	sarahlopezrealtor@gmail.com
Phone Number:	505-730-2295
<b>Q4: Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination?</b>	Yes
<b>Q5: Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years?</b>	No
<b>Q6: Are you applying for an Officer position? If so, which one?</b>	
Officer (select one)	President-Elect
<b>Q7: Are you applying for a Director position?</b>	Yes
<b>Q8: If you selected "Officer" in question 6, have you served as an Officer or Director of GAAR or SWMLS within the past 5 years?</b>	No
<b>Q9: If you selected "Officer" in question 6, prior to nomination, have you had at least 5 transactions that closed in the prior 12 months and/or are you a QB of at least 5 Brokers?</b>	YES – I have had at least 5 transactions that closed in the prior 12 months
<b>Q10: Number of years licensed:</b>	10-20 years
<b>Q11: Years of REALTOR® Membership:</b>	10-20 years
<b>Q12: Please list all GAAR, SWMLS, RANM or NAR Committees or Task Forces you have been a member of:</b>	
None currently	

**Q13: Have you participated in GAAR's Leadership Series?**

No, but I am enrolled in the 2016 Leadership Program

**Q14: Please list any REALTOR® Institutes, Societies or Councils in which you currently hold Membership:**

None currently

**Q15: Please list any REALTOR® Designations you hold:**

None currently but I am eligible for CRS designation and took class

**Q16: In the appropriate space, indicate approximate percentage of your time that reflects your business (must add up to 100%)**

- Single-family Brokerage:	70
- Counseling:	10
- Farm & Land Brokerage:	5
- Building & Development:	10
- Property Management:	5

**Q17: 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, missing three (3) or more meetings is considered resignation from the Board of Directors. If elected, will you attend the regular meetings of GAAR as an Officer or Director?**

Yes

**PAGE 2: GAAR Candidate Resume**

**Q18: What challenges face the current real estate industry?**

Financial institutions disposition in the release of bank owned homes left sitting vacant. Inaccurate property values through public websites

**Q19: What challenges face the Association?**

Protecting the REALTOR name where technology may lead the public to lose sight of the importance a Realtor will play in there lives

**Q20: How do you feel GAAR could be more relevant to our members?**

Better assistance in health care benefits and services available as a member

**Q21: Name one problem you find with GAAR, and how would you fix it:**

There is not a mobile app for GAAR. I would recommend creating one which could generate funds if there were services on it that would be useful to purchase or collect points when certain functions are complete

**Q22: Describe the role of the Board of Directors of the Greater Albuquerque Association of REALTORS®:**

The backbone of Realestate, the leader in community growth and development through educating its members and providing proper oversight legally and financially for the future

**Q23: What do you feel will be unique about the 2017/2018 time frame and into the future?**

Rural areas are growing and homes will also become primary place of business for some but as areas grow it is important that builders and developers understand the change ahead and are prepared to equip these homes and communities properly.

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**Q24: What leadership skills will be critical during this period?**

Get feedback on current market conditions and prioritize education for members who need to also be aware

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**Q25: What education, experience, skills or training do you possess that would be beneficial on the Board of Directors?**

I am experienced with 18+ years in real-estate. I have completed the study of personality types through a training called the birds, I have also worked in high stress positions, one in particular was the ER downtown Pres where I was able to maintain a professional stance while in a trauma setting. I was also the real-estate consultant with the department of finance and administration/local government division 2008-2015 where I helped administer the neighborhood stabilization program which stabilized high foreclosure areas and created affordable housing for low to moderate income families throughout NM.

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**Q26: Given the challenges that face the Association, why would you want to be a Leader?**

I listen with a sincere mind, showing patience and concern. This has helped me create relationships quickly where I can gain trust with integrity from others and I can understand where and how I can help.

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**Q27: Additional remarks by Candidate:**

I have a 15 year old Daughter Aireal, she is a freshman at La Cueva on the JV cheer team. I am engaged to Anthony Denardis and we have two dogs one is an Australian Shepherd Ty and a sweet little chihuahua Buttercup

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