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**COMPLETE**

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Page 1: 2022 GAAR Board of Directors Candidate Questionnaire

**Q1**

General Info:

**Name:** Sarah Lopez  
**Firm Address:** 8901 Paramount Court Northeast  
**City:** Albuquerque  
**State:** New Mexico  
**Zip:** 87122  
**Email Address:** Sarahlopezrealtor@gmail.com  
**Phone Number:** 5057302295

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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.\*\*

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**Q3** Yes

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

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**Q4** No

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

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**Q5**

Which position are you applying for?

Select one **President-elect (Officer Position)**

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**Q6**

Yes

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?

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**Q7**

**YES – I have had at least 5 transactions that closed in the prior 12 months**

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?

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**Q8**

**10-20 years**

Number of years licensed:

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**Q9**

**10-20 years**

Years of REALTOR® Membership:

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**Q10**

**Respondent skipped this question**

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.\*\*

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**Q11**

Yes

Have you participated in GAAR's Leadership Development Program?

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**Q12**

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

Keller Williams ALC

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**Q13**

Please list any REALTOR® Designations you hold:

Realtor

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**Q14**

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

- Single-family Brokerage: **70**
  - Appraising: **0**
  - Coaching: **0**
  - Farm & Land Brokerage: **20**
  - Commercial Brokerage: **0**
  - Building & Development: **10**
  - Property Management: **0**
  - Real Estate Instructor **0**
  - Other: **0**
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**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?

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Page 2: 2022 GAAR Board of Directors Candidate Questionnaire

**Q16**

What challenges face the current real estate industry?

High crime rates which hold back growth

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**Q17**

What challenges face the Association?

Associates have the option to not be a Realtor ®

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**Q18**

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

Promote Education

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**Q19**

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

GAAR is the home base for guidance and education

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**Q20**

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

Have more member input through surveys

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**Q21**

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

Gather useful information to review, analyze and deliver to our Real Estate community and implement strategies to succeed.

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**Q22**

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

There will be many opportunities for growth and learning through technology and client based platforms where we can have access to useful information to be a step ahead.

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**Q23**

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

I have discipline and understand of leadership backed by support and strategic planning. I have attended the leadership development program at GAAR, The Birds training with Todd Novak to learn and understand personality types and how to communicate best with different personalities. I've been an active Director with GAAR and currently the Vice President of GAAR. From 2008-2014 I assisted the Department of Finance and Administration in creating and implement the neighborhood stabilization program for the state on NM and HUD.

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**Q24**

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

I enjoy being involved and setting goals to be met. I have two daughters Aireal(20) who attends unmc and a member of kappa and Alanna(3) who enjoys reading, the park, swimming, and everything kids love! My beloved Fiance Anthony DeNardis has been a strong support and partner for 13 years and preferred lender Owner/President of Elite Financial. We enjoy travel, lake time, snowboarding, biking, orange theory, and time with family and friends!!

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