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**COMPLETE**

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Page 1: GAAR Candidate Questionnaire - your responses will be viewable by the membership.

**Q1 General Info:**

**Name:** Sarah Lopez  
**Firm Name:** Keller Williams  
**Firm Address:** 6240 Riverside plaza lane be ste 100  
**City:** Albuquerque  
**State:** NM  
**Zip:** 87120  
**Email Address:** Sarahlopezrealtor@gmail.com  
**Phone Number:** 5057302295  
**Year Licensed:** 2006

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**Q2 Member Type:** \*\*Please select Designated REALTOR®/Participant if you are listed as the Designated/Qualifying Broker of your office.\*\*  
**REALTOR®/Subscriber**

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**Q3 Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination?** **Yes**

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**Q4 Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years?** **No**

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**Q5 Are you applying for an Officer position? If so, which one?** **Respondent skipped this question**

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**Q6 Are you applying for a Director position?** **Yes**

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**Q7 If you selected "Officer" in question 5, have you served as an Officer or Director of GAAR or SWMLS within the past 5 years?** **Respondent skipped this question**

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## 2019 GAAR Candidate Questionnaire

**Q8** If you selected "Officer" in question 5, prior to nomination, have you had at least 5 transactions that closed in the prior 12 months in which you represented a buyer, seller, landlord or tenant or performed an appraisal AND/OR are you a QB of at least 5 Brokers?

Respondent skipped this question

**Q9** Years of REALTOR® Membership:

10-20  
years

**Q10** Please list all GAAR, SWMLS, RANM 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.\*\*

GAAR board of Directors

**Q11** Have you participated in GAAR's Leadership Development Program?

Yes

**Q12** Please list any REALTOR® Institutes, Societies or Councils in which you currently hold membership:

GAAR

**Q13** Please list any REALTOR® Designations you hold:

Realtor

Page 2: GAAR Candidate Resume

**Q14** What opportunities and/or changes do you see facing the current real estate industry and how do those affect the association?

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

**Q15** How has GAAR impacted your business and is there anything else GAAR can do to benefit the membership more?

GAAR benefits all Realtors by having a great foundation. I know I can rely on GAAR to lead the industry in training and constant up to date information for growth. I think webinars could also be utilized.

**Q16** In your own words, describe what the next two-years in the real estate industry will look like:

Growth and adjustment in the market with low inventory and demanding online competition. Online presence is crucial with strength in follow up.

## 2019 GAAR Candidate Questionnaire

**Q17** What leadership skills will be critical during this period and what education, experience, or training do you possess that would be beneficial on the Board of Directors?

I am experienced with 18+ years in real-estate. Completed leadership development and 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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**Q18** Tell us a little about yourself and why you would like to serve on the GAAR Board of Directors:

I've been serving for the past 9 months and have really enjoyed the experience and loom forward to continuous involvement

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