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Q1

General Info:

Name: Kristina Salcido
Firm Name: K2 Simply Real Estate
Firm Address: 7801 Academy Rd NE 2-200
City: Albuquerque
State: NM
Zip: 87109
Email Address: Kristina@K2Simply.com
Phone Number: 505-227-8742

Q2**Designated REALTOR®**

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

Q3**Yes**

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

Q4**No**

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

Q5

Have you had any disciplinary actions from the New Mexico Real Estate Commission for any violations? If yes, please elaborate. If no, indicate N/A.

N/A

Q6

For which position are you applying?

Select one

Director

Q7

No

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?

Q8

NO

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 (August 1, 2022 to July 30, 2023) and/or are you a QB of at least 5 Brokers?

Q9

5-10 years

Number of years licensed:

Q10

5-10 years

Years of REALTOR® Membership:

Q11

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.****

GAAR - Rookie of the Year Committee (since 2018)
GAAR - Team Rookie PAG (Pres. Advisory Group)
NMAR Board of Directors 2022-present

Q12

No

Have you participated in GAAR's Leadership Development Program, NMAR's Growth and Involvement Program or any other leadership training?

Q13

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

N/A

Q14

Please list any REALTOR® Designations you hold:

N/A

Q15

What are your primary disciplines in your real estate practice? Check all that apply.

- Residential,
 - Coaching/Training,
 - Farm & Land,
 - Commercial,
 - Building & Development
-

Q16

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?

Q17

Yes

Have you reviewed the Board Responsibilities document and do you agree to abide by these responsibilities? See Board Responsibilities here.

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Q18

What challenges face the current real estate industry?

We are entering into a shift from a very high bull market and many newer brokers don't know how to navigate that or educate their clients on the shift in the market. Higher than previous years interest rates are halting many un-educated buyers from entering the market and thus are not stimulating the economy. I think also, since the market was very fast-paced in the past few years, many brokers were not trained properly on the whole process and are getting into situations they don't know how to handle.

Q19

What challenges face the Association?

I think that staying relevant while more homeowners are becoming more savvy on the process themselves and are trying to wiggle out the broker. More education and resources to help brokers show the public WHY we are invaluable to them in potentially the biggest decisions of their financial lives.

Q20

Given the challenges you identified above, how would you contribute as a leader?

I would make sure the board continues to focus on education and outreach to its fellow brokers and helping to enhance their businesses. I would make sure to stay relevant with the latest topics and trends and market changes to aid the board and brokers to the changes.

Q21

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

I feel that GAAR does a great job of changing it's tech and education already, but I think different outreach avenues would help bring more bodies to trainings and events. I think making a conscious effort to visit with different brokerages to show the resources GAAR offers would help spread the word.

Q22

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

As mentioned above, I think emails aren't the best way to connect with the brokers and I believe that more in-person visits and events would help bring the community together on a more frequent basis. I do believe the new building will help with this!

Q23

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

The role of the BOD should entail being the voice of their fellow brokers and make sure that current and pressing issues within our industry are heard and addressed. Helping to implement changes and adjustments should also play a major role as well as networking and spreading the word of what GAAR offers and the role they play is also important.

Q24

Yes

A position on the GAAR Board of Directors means serving your Association and putting the needs of the members first. Do you want to serve your membership, acting in a neutral capacity for the betterment of the members?

Q25

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

We are stepping into a new market as the shift approaches and I believe this will be an important time to be a great support system for our fellow brokers as they navigate this change and adjustment in their businesses. Touch points to the brokers and events and trainings will be very important to make sure we can all weather the storm together.

Q26

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

- * I run a top 5 team of 20 brokers (K2 Simply Real Estate) - which entails QB roles, trainings, contract negotiations, marketing etc.
 - * I am co-owner of a local brokerage of 130 brokers, Simply Real Estate - which entails many of the same job roles as with K2.
 - * I am on the Board of Directors for NMAR
 - * I am on the Agent Advisory Board for Zillow (26 in the country) so I get a chance to learn the market and developments on a macro/national level which keeps me current and ahead of the changes.
 - * I have been a business owner since 2008 with starting a 501c3 non-profit dog rescue, Rescue Angels, Inc.
 - * I founded/owned a successful production company in Los Angeles which entailed fund-raising, management of people, changing with the current trends and marketing. I had to handle multiple different personalities and change plans at the drop of a hat at times.
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Q27

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

I am an avid animal-lover! We have a little farm in the South Valley with dogs, cats, goats, llamas and chickens. We absolutely love DIY and working on our property as well as traveling and exploring with our 2 boys (Dimitri, 4 & Lucian 1). We are honestly in love with Real Estate and everything it has to offer, so our job is our hobby!
