

Kristin Moreland, RB-18256

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Profile Innovative real estate professional offering results-oriented leadership in the industry. Provider of outstanding Brokerage services with the utmost in integrity, exemplary best practices, and unquestionable ethical standards. Skilled property manager, sales professional, and supervising broker. Effective communicator, highly motivated, hard-working and good with people.

Related Professional Experiences

Founder/Owner /Principal Broker, Hiki No Realty, LCC dba Hiki No Property Management, Kailua Kona Hawaii (Sep 19 to Present).

- Residential Property Management
- Transient Accommodation Marketing and Management
- Buyer & Seller Representation
- Brokerage Management

Principal Broker, Kona Now Hawaii Rentals, LCC, Kailua Kona Hawaii (Nov 17 to Sept 19).

- Buyer & Seller representation – Teamed to close over \$6.4M in Q1-3 2019
- Managed a portfolio of 25 Long Term Rentals.
- Brokerage Management and Supervision of Licensees as Principal Broker, then BIC
- Production of agency's systems, contracts, documents and practices; policies and procedures; and training

Principal Broker, Kristin C. Moreland, Sole Proprietor, Kailua Kona, Hawaii (Sept 05 to Nov 17).

- Big Island residential listing / sales referral service
- Hawaii Broker License Status - Active
- Northern Colorado residential listing / sales referral service
- Colorado Employing Broker (Apr 06 to Present) - License Status – In-Active

Principal Broker, Activities 4 Less, Inc., Lahaina Maui, Hawaii (May 04 through Aug 05).

- Supervised sales team of over 40 agents
- Performed general duties of Principal Broker including licensee management and compliance.
- Engaged in Big Island residential listing and sales
- Participated in the Multiple Listing Service and Association of REALTORS

Broker Salesperson, Century 21 Homefinders of Hawaii, Kailua-Kona, Hawaii (Nov 03 to May 04).

- Residential Listing and Sales
- Experience with Fee Simple and Leasehold properties
- Participated in the Multiple Listing Service and Association of REALTORS

Executive Assistant, Kona Board of REALTORS, Kailua-Kona, Hawaii (Feb 03 to May 07).

- Assist Executive Director in Board functions and operations.
- Developed Board Print Collateral, Website, and Online Member Services.
- Training and Technical Assistance to Members, Customer Service and Retail

Director of Collateral & Electronic Media, Adventure Resorts, Kailua-Kona, Hawaii (Sept 99 to Jan 03).

- Created, produced and distributed all printed sales and marketing collateral for timeshare products.
- Implemented specialty lead generation campaigns via the Internet
- Designed and executed various direct mail and outbound email campaigns

General Manager, Timeshare Buyer's Club, Kailua-Kona Hawaii (May 99 to May 2002).

- Designed, developed and implemented operating procedures for accepting, verifying, and re-selling trade in inventory located in the US and abroad
- Performed and supervised sales and in-house escrow functions, including conveyance and settlement
- Provided developer with approximately \$7.5 M in gross developer sales and \$250 K net profit from trade in program, loss mitigation, and revenue generation. Received no consumer complaints.

Rental Manager & Acquisition Agent, Mauna Loa Vacation Ownership, HLP, Kailua-Kona, Hawaii (Sept 97 to May 99).

- Administered utilization and yield management inventory strategies
- Marketing and prospect generation with wholesale travel organizations, exchange companies, etc.
- Supervised resort reservation operations and staff
- Property management duties including acquisition of inventory, owner liaison, and, maintenance authorizations
- Prospected and acquired 19 units



Director of Property Management, Century 21 Big Island, Kailua- Kona, Hawaii (Nov 95 to Sept 97).

- Managed vacation rentals and long-term residential property management division
- Performed A/R and A/P accounting, owner payments and services, purchasing and vendor relations
- Generated Internet web site to market vacation rentals, including on-line reservation requests.
- Increased inventory by from 35 units to 72 units in 18 months.

Timeshare Resale Agent Timeshare Resales Hawaii, dba Bay Realty, Inc., Kailua-Kona, HI (Dec 95 to Mar 96).

- Sold timeshare interests in over 30 Hawaii resorts on five islands in the secondary market.
- Produced Internet Web site for the purposes of prospecting.
- Created sales and marketing print collateral pieces.

Affiliations & Designations

West Hawaii Association of REALTORS®, Active Member in Good Standing, 2018 - Present
Hawaii Association of REALTORS®, Active Member in Good Standing 2003 – 2007, 2018 - Present
National Association of REALTORS®, Active Member in Good Standing 2003 – 2007, 2018 – Present
National Association of Residential Property Managers, Active Member in Good Standing 2019- Present
e-PRO, National Association of REALTORS® Designation
GREEN, National Association of REALTORS® Designation
Graduate, Realtor Institute / GRI®, National Association of REALTORS® Designation
Accredited Buyer's Representative / ABR®, National Association of REALTORS® Designation
Real Estate Negotiation Expert / RENE, National Association of REALTORS® Designation
Resort & Second-Home Property Specialist / RSPS, National Association of REALTORS® Designation

Other Experiences

West Hawaii Association of REALTORS®
Immediate Past President 2024
President 2023
President-Elect 2022
Government Affairs Committee Chair 2020
Vice President 2019
Director at Large 2019-2020
PR Committee Chair 2019-2020

Hawaii Association of REALTORS®
Director at Large 2019-2022
PR Committee Member 2019-2020
Audit Committee 2020-2022
Strategic Planning Committee 2022
Board Development Committee 2022-2023
Government Affairs Committee 2024-2027

National Association of Residential Property Managers- Big Island of Hawaii Chapter
Charter Member, Vice President, President, Past- President Circa 1997

Education & Licenses

Akahi Real Estate Network, Jay J. Spadinger, Principal. Completed Broker Pre-License Course - 1/04. Passed Hawaii License Exam, 2/04, Licensed 2004-Present: RB18256

Hawaii School of Real Estate, Ralph Folger, Principal. Completed Real Estate Salesperson course - 7/95. Passed Hawaii License Exam 7/95. Licensed 1995-Present: RS55389

University of Northern Colorado, Greeley, Colorado, B.A., Double Major: Fitness and Exercise Specialist and Physical Education K-12, Minors: Psychology and Coaching, Emphasis in Business, 1985.

Related Abilities

- Excellent written and verbal communication skills
- Experienced entrepreneur with a reputation for honesty and integrity
- Exceptional interpersonal skills and ability to work with well others
- Outstanding ability to negotiate
- A Can-Do attitude and a good sense of humor.

References

On request