



photo by Katie Vachris

For a long time, Christina Gamez was the lone holdout in a family filled with real estate professionals. “My family has been involved in real estate in Alaska since the early 1960’s,” Christina explains. “My dad opened the first title company here, and my brother and sister are in real estate, as an agent and owner of a title company. But I bucked the system and had five kids,” she says with a laugh.

“I ran a full-time, licensed childcare for 21 years, but when I finally got to the point where all my kids were in school, I had a long talk with my sister; she really thought real estate was my calling. She encouraged me to take the test and I haven’t looked back since.”

Christina now manages a team at Keller Williams, assisting clients throughout Anchorage, Eagle River, Chugiak/Peterscreek and the surrounding areas. She leads her team by example, and approaches her work with a servant’s heart. “We’re always here to help in any way we can,” she says. “Whether that’s helping clients find a good babysitter or plumber, all the way to a great fishing hole or camping spot.” As a native of Anchorage, she knows the area and its people as well as anyone. “I think my family background in real estate gives people peace of mind,” she says. “Many of the real estate laws and practices in place today are things my dad implemented.”

With nearly 90% of her business coming from referrals, repeat clients, and her sphere of influence, it’s clear Christina leaves a lasting, positive impression. “We’ll never lead anyone astray; we stay focused on creating win/win outcomes for everyone involved in a transaction,” she explains. “We don’t believe in being cut-throat; that’s not the way to help people. We are willing to make sacrifices to help others around us, whether that’s clients, other agents, or lenders. Our sincere heart is that we’re honest and have integrity and compassion for everyone.”

Coming from a real estate family, there’s no doubt Christina has heard a lot of advice over the years. But there’s one piece of guidance she received that has made the biggest difference. “The best advice I ever got was to get a coach,” she says. “No one succeeds alone, whether it’s an athlete or a top executive, everyone needs a cheerleader to push them out of their comfort zone.” It certainly seems that was advice worth heeding. Since partnering with a coach, Christina has tripled her business!

Her achievements have earned Christina Top Producer awards every year since 2009, and her team was recently named the #53 team in the state of Alaska. That’s all the more impressive when you consider she has only been a team lead since 2014. “I went from being a single agent to leading a team of 14 and took them from \$14-million in sales to \$30-million in a year.”

Christina enjoys all aspects of being in real estate, but there’s one thing that stands out above the rest. “What I enjoy most is the satisfaction of helping people,” she says. “The coolest thing is when someone has to sell due to circumstances that aren’t that great, but when it’s all said and done they have a big smile on their face and give you a hug and say thank you. It’s a great feeling and very rewarding.”

Looking ahead, Christina plans to continue the process of growing her team. “I am looking to add two or three more team members who have the servant’s heart,” she says. “Once they gain momentum and the whole team is functioning well on its own, I would love to become a coach and travel around the nation teaching and helping other REALTORS®.”

Christina Gamez

Keller Williams Realty, Alaska Group | 907-865-6445 | christina@cgamezhomes.com