

Always A Luxury Real Estate Experience



The highest service standards at all price points
Our Agent-Owners promise to deliver

Beyond Service ❖ Beyond Expectations ❖ Beyond Homes...

Kahala  *Associates*
REAL ESTATE

LUXURY
PORTFOLIO
INTERNATIONAL[®]

4211 Waialae Avenue, Suite 8090 | Kahala Mall | Honolulu, Hawaii 96816
808.735.7500 | 888.371.1999 | www.KahalaAssociates.com

About Kahala Associates

In the current 2010 statewide rankings, Kahala Associates is in 8th place for sales on Oahu at \$1 million or more with 6.6% market share.

In 2009, the company placed 4th on Oahu in transactions per agent, 3rd in sales volume per agent and 8th in overall company performance. These rankings indicate a move up from 9th place in 2008 as a direct result of the firm's increased market share.

In 2006, Pacific Business News placed Kahala Associates 15th in their list of top residential real estate firms. In 2008, the firm finished in 9th place overall.

In 2001, Honolulu brokers Myra and Victor Brandt set out to establish a new kind of real estate firm that would make the buying and selling of real estate an extraordinary and rewarding experience – for their clients and for themselves. The result was Kahala Associates – the first wholly agent-owned company in Hawaii. Each associate – as a co-owner of the firm – has the ability to leverage the company's marketing and technology resources to manage their client's needs.

The firm has been selected to be a member of the largest global network, Leading Real Estate Companies of the World® as well as a charter member of The Luxury Portfolio Fine Property Collection®. These affiliations align Kahala Associates with the key players in national and international markets and offer its clients the best of both worlds ~ local market presence and international visibility.

Kahala Associates is honored to have among its associates the highest number of Institute for Luxury Home Marketing members in Hawaii, including these associates who are Certified Luxury Home Marketing Specialists and members of the Million Dollar Guild™.

Company founder and principal broker, Myra Brandt consistently places within the Hawaii Business Magazine Top 100 Realtors list.

Professionally in the business sector, Kahala Associates agents have achieved a number of prestigious designations including:

ABR	Accredited Buyer Representative
CCIM	Certified Commercial Investment Member®
CLHMS	Certified Luxury Home Marketing Specialist
CRB	Certified Real Estate Brokerage Manager
CRS	Certified Residential Specialist®
e-Pro	Internet Professional
GRI	Graduate REALTOR® Institute



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Company Contact Information

Kahala Associates

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Twitter: twitter.com/kahalaassoc
You Tube: www.youtube.com/KahalaAssociates



A Luxury Real Estate Experience

In 2001, Honolulu brokers Myra and Victor Brandt set out to establish a new kind of real estate firm that would make the buying and selling of real estate an extraordinary and rewarding experience – for their clients and for themselves. The result was Kahala Associates, a real estate brokerage founded on the principles of cooperation, integrity and business excellence with a unique ownership model.

Kahala Associates is the first wholly agent-owned company in Hawaii. Its focus and driving passion is to provide concierge service to their clients. Each associate as a co-owner, has the ability to leverage a company of marketing and technology resources to manage every client's needs.

By investing in the latest technology, Kahala Associates is able to provide a more timely and personal response to client requests. As a result, their clients are more informed and connected, from following market trends, identifying opportunities and tracking the marketing and transaction process to searching for homes or investment property on Oahu and destinations worldwide. These systems and services are designed to maximize what Kahala Associates' value most: personal time with their clients.

Kahala Associates takes great satisfaction in being a local, independent firm with the cultural sophistication and sensitivity critical to doing business in Hawaii. At the same time they are proud to be a selected member of the largest global network, Leading Real Estate Companies of the World® as well as a charter member of The Luxury Portfolio Fine Property Collection®. These affiliations align Kahala Associates with the key players in national and international markets and offer its clients the best of both worlds ~ local market presence and international visibility.

Kahala Associates is dedicated to helping their clients achieve their household and wealth-building goals through the acquisition or sale of real property. They are committed to creating a luxury real estate experience at every price level and welcome the opportunity to serve you.

As clients have noted, "it's extraordinary to find Realtors® so knowledgeable and caring", who go beyond service, beyond expectations, beyond homes...

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Principal Broker



Myra Brandt
Broker-Owner, PB, (R)
CIPS, CLHMS, CRS, GRI, BSBA

Born and raised in Honolulu and experienced in real estate sales since 1981, Myra feels confident to introduce clients to any neighborhood on the island. She was the Principal Broker for a large organization and through her experience in management able to streamline systems to concentrate on sales and provide exceptional service to her clients.

Business & Professional Background

Bachelor of Science, Business Administration
1991 Distinguished Sales Award – Gov. John Waihee
1999 coveted member of RE/MAX Hall of Fame
Certified Residential Specialist (CRS)
Certified International Property Specialist (CIPS)
Honolulu Board of Realtors, Central Regional Director
Honolulu Board of Realtors, Director
Hawaii Association of Realtors, Director
Co-Founder/Owner, Kahala Associates

“Myra listened and listened. She took the time to understand our needs and desires. We were impressed at her command of the entire real estate market. We never doubted that Myra was representing us and had our best interests in mind.” -- Dr. Mark Ogino & Paul Czubryt

Board of Directors



Myra Brandt (R) CIPS, CLHMS, CRS, GRI, Principal Broker
Victor Brandt (R) CCIM, CRS, GRI, President
Scott Startzman (RA)
Dawn Marie (R) ABR, CLHMS, e-Pro, GRI
John F. Kendrick (RA)

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Victor Brandt Broker-Owner, President, CCIM, CRS, GRI



Boise, Idaho on a horse and cattle ranch. He moved to Hawaii in the late 70's to attend the University of Hawaii where he obtained his Bachelors of Business Administration degree in Marketing.

Victor entered the real estate industry in 1987 with a marketing background after owning and operating a manufacturing and retail company that he started during his college days at the University of Hawaii. Moving his full time commitment to real estate and becoming an active member of the Honolulu Board of Realtors has brought focus to providing the highest quality of service and professionalism to his clients, while truly enjoying the process. In the early 90's Victor began working in partnership with his wife Myra and pursued further education in the profession by obtaining his Broker's license, CCIM, CRS, and GRI designations. Earning the coveted CCIM designation (Certified Commercial Investment Member), was one of the most daunting tasks. This designation is held by less than 10,000 of the 700,000+ Realtors in the nation. In 2001 Victor and Myra started Kahala Associates, which has grown from a 2 person office to a 25 person office with sales now exceeding \$100 million annually. When it comes to understanding Hawaii's real estate market, Victor and Myra blend the best of experience and expertise. Their passion and specialty lie with luxury and oceanfront homes and on numerous occasions they go beyond representing a Buyer or Seller. They become active principals assisting throughout all phases of a project – from design and planning to construction buildout, staging and marketing. They do it all.

John F. Kendrick Broker-Owner, REALTOR ASSOCIATE



John was raised in a small Ohio town and moved to Hawaii in 1989 while serving aboard a US Navy submarine. He has lived on Oahu for over 20 years, studying the real estate market and raising his son as a single parent. He is very proud that his son followed in his footsteps, becoming a US Navy aviation electrician.

Today, John and his wife live in Pearl City. They believe in putting God and family first, taking time to connect and keeping daily prayers. They spend their leisure time traveling to Southeast Asia, swimming, biking and playing the saxophone. They recently took a unique jazz music cruise to Mexico.

Over the years he has been the chef of a family restaurant, loaded torpedoes and owned a window cleaning business. He promises you the benefits of his hard work, tireless energy, steadfast dedication, high moral and ethical standards, excitement, diligence, unwavering determination, honesty, "can do" attitude and the true "spirit of Aloha".

"I am the founder of a company which coaches and mentors business leaders, and since I have met John, he has often been mentioned in my training sessions as an exceptional example of someone who instinctively can anticipate a customer's needs and fulfill them. John is truly Na Mea Ho'okipa; a service provider who innately understands and genuinely delivers the hospitality of complete aloha."—Rosa P. Say, Hawaii

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Dawn Marie Broker-Owner, (R), ABR, CLHMS, e-Pro, GRI



Dawn made her home in the islands 30 years ago from the Northeast, via Seattle. Her first career in the spa industry afforded her rich opportunities to train with finest educators in wellness principles in the U.S. and abroad. It also rewarded her with 25 years of empowering others to look good, feel great, to be and achieve more.

Today as a Broker/Partner with Kahala Associates she still uses her nurturing spirit to guide clients toward financial freedom via real estate ownership and investment. With her love of the sea and keen knowledge of its healthful benefits, it is natural that Dawn's specialty is Oahu ocean side neighborhoods. If it's an ocean view, ocean or beachfront home or condo you want, she will deliver it enthusiastically. Meticulous, focused, and insightful, Dawn is hailed for exceptional treatment of clients and colleagues alike. Share your goals with her today for a strong portfolio tomorrow.

Sellers, be assured of powerful marketing and strong Broker relationships amid top resources to attract the best real buyer, who successfully closes! Ask about Dawn's staging and Feng Shui services to add color, style and curb appeal, to move your property fast.

Buyers, you can expect tenacious research, market expertise, and savvy negotiation skills when purchasing your home or income property. Tap into Dawn's professional resources for a smooth transaction, and beyond. Clients regularly comment that their experience is easy and profitable.

Scott Startsman Associate-Owner, (RA)



Not only is Scott the youngest fully-vested owner at Kahala Associates, he also holds the position of President with Diamond Head Hillside AOA Board of Directors. Prior to becoming a co-owner at Kahala Associates, Scott spent two years on Hawaii's Big Island as a multi-million dollar real estate agent. Having had his Realtor's license since 2002, he is well-qualified to oversee a roughly \$17 million dollar investment portfolio. Scott is unparalleled in his client service, negotiation skills, and thorough understanding of market conditions. His outstanding service to his clients persuaded them to nominate him for the prestigious "Aloha Aina Award" for six years running from 2005 through 2010.

In addition to his Realtors license, Scott holds a Bachelor of Science degree in Business Administration, with a focus in Marketing and Sales from Appalachian State University. After completing his undergraduate degree, he interned with the Chief Technology Officer of Interealty Corporation, where he strategically planned future marketing and sales patterns for the real estate industry. Scott is currently pursuing his designation by the Graduated Realtor Institute (GRI) and is also seeking designation as a Certified Residential Specialist (CRS).

Scott is also very involved in his community as a Hawaii Blood Drive volunteer and as a coach for the Honolulu Bulls Club Soccer Team. On his personal time, he prefers to stay active, enjoying hiking, open ocean swims, CrossFit, running, paddle boarding and surfing.

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Relocation Services

Whether you are planning to relocate your family or employees to Oahu, Hawaii or seeking a second home in paradise, Kahala Associates is your relocation resource. We understand the "fine art" of relocation, helping dozens of families relocate to Hawaii every year.

Language Proficiency

English, Japanese, Mandarin Chinese, German, Thai, Lao

Service Areas

The island of Oahu, including:

- | | | | | |
|----------------|--------------------|------------|---------------|---------------|
| ◆ Aiea | ◆ Hawaii Loa Ridge | ◆ Kaneohe | ◆ Mililani | ◆ Waialae Iki |
| ◆ Aina Haina | ◆ Hawaii Kai | ◆ Kapolei | ◆ North Shore | ◆ Waialae Nui |
| ◆ Downtown | ◆ Kahala | ◆ Koko Kai | ◆ Nuuanu | ◆ Waialua |
| ◆ Diamond Head | ◆ Kailua | ◆ Ko'Olina | ◆ Pearl City | ◆ Waikiki |
| ◆ Ewa Beach | ◆ Kaimuki | ◆ Makiki | ◆ Portlock | |
| ◆ Haleiwa | ◆ Kakaako | ◆ Manoa | ◆ Salt Lake | |

Military Installations with our service area

Barber's Point, Bellows Air Force Base, Camp Smith, Fort Shafter, Hickam Air Force Base, Kaneohe Marine Corp Base, Pearl Harbor, Schofield Barracks, and Tripler Army Medical Center

Destination Services

Real Estate and Neighborhood Tours
Temporary Housing Coordination
Mortgage Counseling and Financing
Home Purchase Services
Rental Counseling and Assistance
Household Goods Movement/Van Line recommendations

Departure Services

Referral/placement with real estate professionals in new destination
Home Marketing Assistance
Household Goods Movement/Van Line recommendations

Memberships / Alliances

Leading Real Estate Companies of the World
Worldwide Employee Relocation Council
Weichert Relocation Resources Broker Network



Contact:

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Broker-Owner, (R) CRB, GRI
Vice-President
888.371.1999
Relocation@KahalaAssociates.com

MEMBER
WORLDWIDE ERC[®]
THE WORKFORCE MOBILITY ASSOCIATION



You were a great help and went over and above in assisting us.
Altair Global Relocation

Great job! Thank you for your help.
Crown Relocations

It is always nice to receive positive feedback from our homeowners for a job well done.
Prudential Relocations

Thank you for continually going above and beyond the call of duty to insure our home was given maximum exposure during the selling process.
RELO Direct

Thank you for providing the best service for our transferees.
Weichert Relocation

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Leading Real Estate Companies of the World®

Leading Real Estate Companies of the World® is the largest network of top independent local and regional brand-name brokerage firms in the residential sector of real estate.

The 600 firms affiliated with Leading Real Estate Companies of the World® (LeadingRE) are represented by 5,000 offices and 150,000 associates in more than 30 countries worldwide. The organization's leadership is demonstrated by the fact that its affiliates comprise six of the top 10 real estate companies in the country. Collectively, LeadingRE affiliates produced nearly 1 million home sales valued at \$250 billion in the U.S. in 2009.

In addition, LeadingRE affiliates hold the Number One position in terms of sales or volume in more of the top markets than any other organization.

Leading Real Estate Companies of the World® and RELO Direct® are both headquartered in downtown Chicago's Loop, with field locations for both companies in Atlanta, GA; Concord, OH; Plymouth, MA; Tampa, FL; Ward, AR; Columbia, SC; Northville & Romeo, MI; Cary, NC; and Austin, TX.

- Nearly \$250 billion in sales in the U.S., significantly more than any national franchise brand
- 600 firms, 5,000 offices, and 150,000 sales associates worldwide
- Largest network of leading independent real estate firms
- Affiliates hold Number One position in terms of sales or volume in 41 of the top 90 markets - more than any national organization
- A majority of the top luxury brokers and a significant share of the multi-million-dollar inventory
- Members in more than 30 other countries in North America, Europe, Australia, New Zealand, Russia, Indonesia and the Caribbean, including most of the former Sotheby's firms in Europe
- Operates the fastest-growing luxury marketing program and award-winning website, www.LuxuryPortfolio.com, which markets more than 15,000 of the world's most remarkable properties and attracts 1.2 million high-net-worth visitors a year.
- Generates 30,000-40,000 broker-to-broker referrals annually, with an over 40% conversion rate, double the national average and higher than any other network
- More full-service relocation departments than any other network or franchise
- Only network with a rigorous quality certification program specifically for relocation departments, including an extensive application process and site visit by a panel of judges
- Extensive relocation education programs including:
 - Rental assistance
 - International resettlement
 - Associate relocation training
 - Internet lead management



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Luxury Portfolio Fine Property Collection®

The Luxury Portfolio Fine Property Collection® is the luxury face of Leading Real Estate Companies of the World™, the largest global network of premier locally branded companies dominated by many of the world's most powerful independent luxury brokerages. Our award-winning website, LuxuryPortfolio.com features more \$1 million-plus properties than other luxury real estate organizations - 15,000 of the world's most remarkable properties.



- Luxury Portfolio includes a majority of the top luxury brokers and a significant share of the multi-million-dollar inventory.
- Approximately 200 of Leading RE's 600+ firms specialize in the high end of the market.
- Luxury Portfolio affiliates have the highest-priced homes listed in the U.S., North America, New York City, Miami, and many other locations across the country and the world.
- Luxury Portfolio encompasses its centerpiece, LuxuryPortfolio.com; institutional and cooperative property advertising to drive traffic to the website and promote client properties; the LuxeTrends® e-newsletter of the latest in luxury home design, entertaining and lifestyle; and LuxeChatter®, the internal newsletter for LP affiliates providing "the buzz" of what is occurring in the luxury market.
- Luxury Portfolio is the first luxury property real estate enterprise to address luxury lifestyle along with housing.
- Luxury Portfolio is unmatched in the global arena, with members in 17 countries and website visitors from over 200 countries every month. LuxuryPortfolio.com was the first site of its kind to promote homes in multiple languages and currencies.
- Luxury Portfolio incorporates social media tactics in its home marketing strategy.
- Luxury Portfolio has business alliances with The Wall Street Journal, Unique Homes, American Express, Fodor's, Luxury Marketing Council, with others to come.
- Initiative was conceived in late 2004, unveiled to LeadingRE members in April, 2005: the Luxury Portfolio Inaugural Conference was held August 29-31, 2005: and the website was launched in late October, 2005.



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Media

Pacific Business News April 2008

Kahala Associates Real Estate is now Agent Owned

Kahala Associates has become the first agent-owned realty firm in Hawaii, adding to their unique position as a full-service, Hawaii based, non-franchise real estate company with a special focus on the luxury residential market.

Myra and Victor Brandt announced the transformation of Kahala Associates at the start of 2008 raising the level of commitment, responsibility, business acumen and dedication of all the new agent-owners.

"We started out with the philosophy that everyone that works at our company should be owners of it. The concept of teamwork fused to individual ownership," said Myra Brandt, Principal Broker.

The owner-agents of Kahala Associates bring an exceptional level of professional excellence via technical mastery of real estate to the organization in order to best serve each client's needs. The pervasive focus and goal of each owner-agent is to ensure not only satisfaction but enhancement of wealth to every client served.

The inclusion of Kahala Associates in Leading Real Estate Companies of

the World, a powerhouse real estate network of the nation's leading brokers and only the highest caliber individuals, attests to their reputation and expertise.

Kahala Associates also enjoys membership in Luxury Portfolio Fine Property Collection with its preeminent international presence. Such clients are well served by agent-owners who are fluent in most Asian and European languages.

As a boutique real estate firm, Kahala Associates specializes in oceanfront, luxury residences, condominiums and multifamily homes on Oahu. "As shared owners we have a vested interest in each other and the success of our company. The higher level of passion for our business offers our clients a partnership of trust and assuredness that we will always strive to deliver levels of service beyond the ordinary," added Victor Brandt, President.

Kahala Associates can be contacted at their office, conveniently located upstairs at Kahala Mall, by telephone at 808.735.7500, or on the web at www.KahalaAssociates.com.

Honolulu Star-Bulletin May 2009

Page 4 Honolulu Star Bulletin / Sunday, May 3, 2009

High End Real Estate Trends Examined At Luxury Portfolio Workshop

Kahala Associates Business Development Director Chuck Garrett joined luxury real estate brokers from around the world at a Luxury Portfolio workshop held recently in Scottsdale, Arizona and accepted two awards for company marketing campaigns.

Workshop participants were members of LuxuryPortfolio.com, considered the fastest-growing online luxury property network.

Keynote speaker Al Nucifora, Chairman and Founder of The Luxury Marketing Council, discussed the profile of today's luxury consumer and highlighted specific steps marketers and real estate professionals can take to reach these buyers.

He noted that "a new breed of luxury buyer" has redefined affluence and is motivated more by value and discretion than a display of wealth. Their sense of luxury is more practical and in keeping with the times. Higher end consumers are choosing more intimate social interactions with more close-knit gatherings in the home setting, Nucifora reported.

"Having launched a marketing campaign last year called 'Luxury Has New Meaning,' it was encouraging to hear that sentiment echoed throughout the conference, as well as to be recognized with awards," Garrett said. "To me it signals that our luxury service at every market level message is on track and that's great feedback right now."

Luxury Portfolio President Paul Boomasa said, "To earn distinction among this group is a significant honor, and I salute Kahala Associates for their achievement. Like all market segments, the luxury market is experiencing unique challenges. However,

there are tremendous opportunities for consumers and for the savvy real estate professionals who are adapting to the needs of consumers."

In addition to taking a comprehensive look at the luxury home buyer, the workshop was also an opportunity to launch several new social media initiatives on a Luxury Portfolio YouTube channel, as well as Facebook, LinkedIn, and Twitter. Also announced were a new release to the LuxuryPortfolio.com website, upcoming luxury home blogging initiatives, and a "My Luxury Portfolio" feature for consumers seeking information about luxury homes and destinations.

Kahala Associates Principal Broker Myra Brandt commented, "The Luxury Portfolio group provides three unique and important elements to our clients - partnership with local, national, and international luxury market firms, an elegant and unequalled platform to market fine homes, and an agile cutting edge technology approach that ensures our efforts are relevant to today's luxury home buyer."

Kahala Associates, a full-service independent residential brokerage, is affiliated with Leading Real Estate Companies of the World and the Luxury Portfolio Fine Property Collection. Leading Real Estate Companies of the World is a global real estate network comprised of nearly 700 local and regional real estate firms with more than 5,500 offices in the U.S. and 38 other countries. Affiliates sell nearly \$370 billion in residential real estate representing 1.2 million transactions annually.



Luxury Portfolio President Paul Boomasa (left) presented a marketing award to Kahala Associates Realtor Chuck Garrett at the Luxury Portfolio workshop.

Honolulu Magazine September 2010



\$19.4 million
6 BEDROOMS • 7 FULL AND 2 HALF BATHROOMS • 3,825-SQUARE-FOOT INTERIOR • 27,540-SQUARE-FOOT LOT

THE HONOLULU area estate in the heart of north of the Kona Coast property is on the edge of the Kona Kona Resort, east drive to the old Lualaba Ranch estate. It is owned by John O. Aulua, who has a long history of involvement with Lualaba Ranch, a kind of competing software company founded by Matt Beattie, a 30-year veteran of the software industry. The property is said to have been listed as one of BusinessWeek's Top 100 Most Innovative Companies.



\$19.3 million
11 BEDROOMS • 9 FULL AND ONE HALF BATHROOMS • 17,408-SQUARE-FOOT INTERIOR • 33,307-SQUARE-FOOT LOT

THIS IS THE most expensive property on our list that sold for less than \$20 million in 2010. She got a lot for her money, although you can't see it in the photo, the house is twice as long as it is wide. Think of it this way: This 17,408 square-foot interior is almost half as wide as it is long. The land is currently valued at \$14.1 million.



\$19.2 million
7 BEDROOMS • 8 FULL AND 1 HALF BATHROOMS • 18,170-SQUARE-FOOT INTERIOR • 62,870-SQUARE-FOOT LOT

WIKIWIKA ARCHITECT David Jackson spent two years in constructing the Kahala Avenue mansion in the 1980s. He packed his home with antiques—Javanese, two-piece, waterfalls, a billiard room, and installed every nook such as Karon Anshel Jabot and Laurel Brierle. Real estate agent Jeffrey Paul Robinson in the 1990s took to the market to sell the property. "It was a real challenge to sell the house," he says. "The house is a real estate gem."



\$18.2 million
8 BEDROOMS • 8 FULL AND 9 HALF BATHROOMS • 20,094-SQUARE-FOOT INTERIOR • 42,170-SQUARE-FOOT LOT

THE HONOLULU area estate in the heart of north of the Kona Coast property is on the edge of the Kona Kona Resort, east drive to the old Lualaba Ranch estate. It is owned by John O. Aulua, who has a long history of involvement with Lualaba Ranch, a kind of competing software company founded by Matt Beattie, a 30-year veteran of the software industry. The property is said to have been listed as one of BusinessWeek's Top 100 Most Innovative Companies.



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The New York Times September 2010



The New York Times
THURSDAY, SEPTEMBER 23, 2010

Asians See Value in High-End Hawaiian Homes

By ALLISON SCHAEFFERS
HONOLULU — While sales of Hawaii's luxury residential real estate are still down almost 60 percent from their peak in 2005, strong interest from Asian buyers eager to capitalize on value has begun to buoy the market.

The recovering economy in Asia, favorable exchange rates and the realization that Hawaii's luxury real estate prices are finally rising from last year's low have renewed attention from potential buyers in Japan and South Korea and piqued interest in China, said Patricia Choi, president and broker in charge of Choi International, an agency in Honolulu.

"When the currency starts moving, the affluent investor will pay attention," Ms. Choi said.

The rise in Asian buyers has been seen in other major markets around the world, particularly London and New York. But they also have been drawn to improved fundamentals in Hawaii's high-end real estate market, said Myra Brandt, broker and owner of Kahala Associates, another agency here.

On Oahu this year, there have been 242 luxury sales — properties selling for \$1 million or more — or about 30 percent more than last year, Ms. Brandt said. And, while home values still are about 8 percent less than their peak in 2005, they are slowly rising, she said.

After Hawaii's real estate bubble burst in the early 1990s, Asian buyers became less dominant, said Jeffrey Fox, another broker and owner at Kahala Associates. At that time, Asian buyers represented almost 90 percent of the state's luxury market, but they dropped to about 11 percent last year, Mr. Fox said.

Now there are signs that renewed interest from Asia could help Hawaii's luxury residential market recoup some of its former strength, he said.

"We're not in a phenomenally hot market like in the late '80s and early '90s," Mr. Fox said, "but it's a very stable market, and interest from Asia has been steady."

Japanese visitors came to Hawaii during summer vacations with buying on their mind, said Sacha Braden, owner of Sacha Hawaii, a Honolulu company specializing in selling high-end real estate to the Asian market.

"Everything's on sale for them," she said, adding that the favorable exchange rate has improved their buying power by 20 to 25 percent.

Pacific Business News Best in Business Finalist October 2010



PACIFIC BUSINESS NEWS
HONOLULU, HAWAII

Best in Business II Finalist Real estate firm's agents share in its success

[[Premium content from Pacific Business News - by Janis L. Hagan, Pacific Business News
Date: Friday, October 22, 2010, 12:00am HST

A Kahala Associates real estate agent will never win a sales contest or compete for another agent's clients.

That's because the 25 agents all own a share of the firm.

"What it gives you is a different level of commitment," said Principal Broker **Myra Brandt**. "People have a stake in the company."

Brandt and her husband and co-owner, Victor, founded the company with five agents nearly 10 years ago after working with a ReMax franchise.

She had heard of a Realtor in Colorado named **Larry Kendall** who had built a company called The Group Inc., which is owned by its sales agents and staff. She contacted Kendall and used his model to build Kahala Associates.

The firm, which focuses primarily on the luxury market in East Oahu, also caters to more-experienced real estate agents.

"New agents have a year's grace period to see if we work well together before they are invited to buy in," Brandt said.

So far, none has been turned down.

"It's a more cohesive, cooperative environment," Brandt said. "Everyone has a stake in the success of the company."

She declined to say how much an agent pays to buy in to the company, but said there is a maximum of 20,000 shares that an agent can buy to be a fully vested owner and that the value of those shares are evaluated every year, depending on profitability.

WakeUp2Day, KHON January 2011



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