



Association Executive Newsletter

SEPTEMBER 2025

Aloha KBR Members and Affiliates!

And the 2025 Hawai'i REALTOR® of the Year is ...



CONGRATULATIONS! KBR please help us in recognizing and celebrating the 2025 Hawai'i REALTOR® of the Year.

Hawai'i REALTORS® has named Donna Apisa as the 2025 Hawai'i REALTOR® of the Year. The award was announced on September 3 on Kaua'i.

Since 1967, this prestigious award has honored outstanding REALTORS® in Hawai'i who exemplify excellence in service to their colleagues, the profession, and the community.

"Donna is an exemplary leader who shows an unwavering commitment to ethical excellence and to giving back to her Kaua'i community," said Lance Owens, president of Hawai'i REALTORS®.

With 46 years of experience in the real estate industry, Apisa currently serves as president and CEO of Aloha Sotheby's International Realty and Aloha Hawai'i Rentals. She began her real estate career in 1979, earned her broker's license in 1981, and moved to Kaua'i that same year. In 1985, she founded Oceanfront Realty International, Inc., which was recently rebranded as Aloha Sotheby's International Realty, now with offices on both Kaua'i and Hawai'i Island.

Apisa has a long history of service to her profession and community. She is a past president of the Kaua'i Board of REALTORS®, where she also chaired the Professional Standards & Ethics Committee and the County Issues Committee. She has also served as a Kaua'i County Planning Commissioner.

Beyond her professional contributions, Apisa has dedicated her time and resources to numerous community organizations. She has served as president of the YWCA of Kaua'i, the Kaua'i Chamber of Commerce, and the Princeville Community Association. She and her companies are long-time supporters of Kaua'i Habitat for Humanity, and she has

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personally provided aid to families in crisis, including offering housing assistance to those with nowhere else to turn.

Her professional designations include Certified Real Estate Brokerage Manager (CRB), Certified Residential Specialist (CRS), and Graduate, REALTOR® Institute (GRI).

Look out for a full feature on 2025 Hawai'i REALTOR® of the Year Donna Apisa in an upcoming digital edition of *Hawai'i Business Magazine*.

CONGRATS DONNA!



**SEPTEMBER IS NAR'S
SAFETY MONTH!**



KBR HAPPENINGS:

HABITAT FOR HUMANITY ReSTORE DAY -

Mahalo KBR! To our volunteers Cody Andrew, Danette Andres, Dani CDooley, Debbie Edgerton, Missy Guffin, Jenai Hart, Kim Higa, Andrea Healey, Ruth Murphy, Nani Perez and Nani and Greg Sadora.

We had such a great turnout for our 2nd Habitat for Humanity ReStore Day, the work accomplished was so needed and very much rewarding.

Your volunteer hours also make a huge impact on the families that are in need of fulfilling their volunteer requirements.

'A'ohe hana nui ke alu 'ia which translates to "No task is too big when done together by all"



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BRUNCH AND LEARN: “HOUSING IN THE STATE OF HAWAII” - August 27th - *Mahalo to Representative Luke Evslin* for taking the time to share valuable insights on this year’s legislative session and housing bills. Your presentation was both informative and engaging, and the space you provide continues to foster robust Q&A and open discussion on the challenges and opportunities facing Kaua’i. We truly appreciate your dedication, your representation of Kauai and all that you do for our community, and we look forward to continuing these important conversations in future sessions.

[Click](#) for the presentation slides provided for your information

KEEPING YOU INFORMED:



[The Three- Way Agreement](#). The power of our partnership—connecting local, state, and national associations through the three-way agreement—creates NAR's unique and highly effective structure that delivers value at every level.

NAR is pleased to share the latest consumer guide focused on state and local tax (SALT) deductions. This guide explains federal tax law changes that temporarily quadruple the amount of state and local taxes (SALT) that taxpayers can deduct and will make homeownership more accessible and affordable, especially for people in higher-tax states.

- [NEW! State and Local Tax \(SALT\) Deductions](#)
- [Assistance Programs](#)
- [Real Estate Auctions](#)
- [Working with a Real Estate Attorney](#)
- [Making Your Home More Energy Efficient](#)
- [Buying a Historic Property](#)



NAR continues to develop new tools and guides to help members and consumers navigate the practice changes, click the image above for information.

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EDUCATION/CONTINUING EDUCATION:

Kaua`i Board of REALTORS®:

- **Thursday, September 4, 2025** - Strategies of the Buyers Representation Contract - Instructor Eren Look - Cost: \$65 member \$130 non-member.
 - **new Tuesday, September 9, 2025 - Exemptions & Tax Relief Programs for Homeowners - 10:00am-11:00am @ County Civil Center, Piikoi Conference Room 4444 Rice Stret - presenters - County of Kauai Real Property Divison**
 - **new Thursday, September 11, 2025** - 2025-2026 Core A: Advertising, Agency & Accountability - it's your kuleana! - Instructor Kimo Stone - Instructor Kimo Stone - Cost: \$125 member \$250 non-member.
 - **new Wednesday, September 24, 2025** - A Practical Overview of the IRC 1031 Tax Deferred Exchange - Instructor Julie Bratton OR Exchange - Cost: \$65 member \$130 non-member.
 - **Thursday, October 2 & Friday October 3, 2025** - Property Management & Landlord/Tenant - Instructor Lurline Johnson & Berton Hamamoto - Cost: \$125 member \$250 non-member.
 - **new Thursday, October 9, 2025** - 2025-2026 Core A: Advertising, Agency & Accountability - it's your kuleana! - Instructor Kimo Stone - Instructor Kimo Stone - Cost: \$125 member \$250 non-member.
 - **new Thursday, November 6, 2025** - 2025-2026 Core A: Advertising, Agency & Accountability - it's your kuleana! - Instructor Kimo Stone - Instructor Kimo Stone - Cost: \$125 member \$250 non-member.
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Hawaii REALTORS:

- The CE Shop's September Savings: 35-40% Off Courses and Materials
 - Clear Cooperation, MLS Updates & Exclusive Right-to-Sell Contract — Sept. 5
 - GRI: Legal Issues (HBR) — Sept. 17 & 18
 - LAST CHANCE! GRI: Legal Issues (RAM) — Sept. 23 & 24
 - LAST CHANCE! Strategies of Listing: Getting the Listing (HBR) — Sept. 25
 - LAST CHANCE! Strategies of Finance: Know the Borrower (HBR) — Sept. 30
 - Seller Representative Specialist Designation — Sept. 25 & 26
 - FREE Virtual Connect: Business-Building Real Estate Safety — Oct. 3
 - One Big Beautiful Bill: Tax Strategies with Chris Bird — Oct. 13
 - The Pathways to Affordable Affordable — Oct. 16
 - HIREC GMM: Trump Administration Foreign Policy Initiatives — Oct. 24
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Hawaii Information Services (HIS):

HIMLS Training Schedule for March - [Click](#) for training dates.

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KAUA`I BOARD OF REALTORS® (KBR) BUSINESS:

Membership Count as of August - 616 REALTOR Members and 23 Affiliates (616 REALTOR Members and 23 Affiliates at last reporting)

[August 2025 Kaua`i Market Statistics](#) (provided by Affiliate partner Old Republic Title.)

CARAVAN SCHEDULE:

Caravan Policies

Contact the KBR office if you are interested in being a Caravan Coordinator.

NATIONAL ASSOCIATION OF REALTORS® (NAR)

NAR continues to develop new tools and guides to help members and consumers, [click](#) the link for more information.

Mahalo nui,

*Nani Sadora
Association Executive*



COMMUNITY CORNER:

Click [here](#) for current community events happening throughout Kaua`i.

“Olelo Hawai`i”- Words of the Month

**Ho`omana`o - To remember, remembrance, commemorate, reflect deeply on, meditate
- to cause a thought, to turn the mind upon, to cause to consider.**

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August 2025

Kauai Market Statistics



SINGLE-FAMILY HOMES

Median Sales Price Compared to July 2025

Days On Market: **44** ↓ **\$1,185,000** ↓

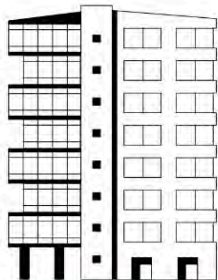
Active Listings: **176**

New Listings ↑

2024	2025
45	47

Sold Listings ↓

2024	2025
41	28



CONDOMINIUMS

Median Sales Price Compared to July 2025

Days On Market: **61** ↓ **\$685,000** ↓

Active Listings: **198**

New Listings ↑

2024	2025
35	41

Sold Listings ↑

2024	2025
21	23



LAND

Median Sales Price Compared to July 2025

Days On Market: **88** ↓ **\$950,000** ↓

Active Listings: **105**

New Listings ↑

2024	2025
10	12

Sold Listings ↓

2024	2025
6	4