KAUA`I BOARD OF REALTORS | Association Executive Newsletter

March 2026

ALOHA KBR and Affiliates Members !

NAR Good Neighbor Application is open. **REALTORS® give back at all levels.** Since 2000 NAR's Good Neighbor Awards has honored REALTORS® each year with nearly $1.5 million in grants and national media exposure for the good work awarded to REALTOR® led charities. For 2026 five winners will receive a $10,000 grant and five honorable mentions of $2, 500 grant and will be recognized at NAR NxT 2026 in New Orleans.

Good Neighbor
NATIONAL ASSOCIATION OF REALTORS®

In 2022, our very own REALTOR® Jim Edmonds and his efforts with PAL Kauai received this prestigious recognition.

Do you know a REALTOR®? **Apply now by April 10, 2026**

NAR REALTOR NEWS
BUSINESS EDGE
CONNECT • LEVERAGE • LEARN



CHANGE AGENTS PODCAST: Why Expertise still wins.

AI is accelerating transactions, but professional guidance remains essential. In the debut episode of the NAR REALTOR® News Change Agents podcast, eXp CEO Leo Pareja joins NAR CEO Nykia Wright to talk about technology, consumer trust and what makes the U.S.

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market unique. “We’re the envy of the world in transparency and totality,” Pareja says.

AFFILIATE SPOTLIGHT:

CMG HOME LOANS - Been in the business for 36 years. I love my job and love helping buyers get homes. What helps me to do this is my running. Most of you know I love running. I finished my 6 majors this past year. So looking at more to accomplish on top of helping more home buyers become home owners.



Contact Information:
Lisa Ledesma
Loan Officer
📍 Location 4356 Kukui Grove Street, Suite 101, Lihue, HI 96766
📞 Phone (808) 634-2628
✉️ Email lledesma@cmghomeloans.com
APPLY NOW | MYSITE | DOC UPLOAD

KBR is proud to have affiliate members like **Lisa and CMG Home Loans** as part of our REALTOR® community. Our affiliate members play an important role in supporting REALTORS® and their clients through the many services that contribute to successful real estate transactions.

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

Membership Count as of December - 602 REALTOR Members and 14 Affiliates (619 REALTOR Members and 16 Affiliates at last reporting)

February 2026 Kaua`i Market Statistics (provided by Affiliate partner Old Republic Title.)

KBR HAPPENINGS:

SAVE THE DATE:

We are bringing to you NAR GREEN DESIGNATION TRAINING - April 21 & 22, 2026 with Instructor, John Shipman. Join us for a two day training to learn green real estate concepts, principles, practices and benefits. Earn 12 CE Credits and Green Designation upon completion of the two-day coursework. **MORE DETAILS FORTHCOMING!**

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REALTOR® VOLUNTEER DAY - HABITAT FOR HUMANITY (HFH) - ReSTORE Hanpepe, HI

KBR has committed to a quarterly volunteer schedule with HFH in 2026—stay tuned for the next opportunity to volunteer and give back to our community..

Mahalo to our volunteers Jennifer Acoba, Cody Andrews, Danette Andrews, Missy Guffin, Jenai Hart, Yelena Okhman, Steve Parsons, Nani (Greg) Sadora, Jaclyn Semlak, Silvia (Andrew) Templeman-Gonzalez, Nancy Williams and Cheryl Wright for another amazing day supporting our partner, Habitat for Humanity Kaua'i, at ReStore Day. The time spent helping organize and prepare products for the ReStore floor makes a meaningful impact on our community. We truly appreciate your dedication—YOU ARE AWESOME!



KEEPING YOU INFORMED:

Understanding the FinCEN Residential Real Estate Rule on non-financed transaction reporting.

Effective March 1, 2026, a new federal rule from the Financial Crimes Enforcement Network (FinCEN) requires title or settlement agents, closing attorneys to report information to the government about non-financed transfers* of residential real estate that are to be conveyed to a trust, LLC, corporation, or other legal entity (*e.g., all cash or sales involving non-regulated lenders). The new rule aims to deter money laundering through residential real estate.

Typically, real estate agents or brokers will not be responsible for filing the report to FinCEN; however, REALTORS® should understand when the rule applies so they can support their clients and title/escrow.

We encourage you to prepare by reviewing the following resources, which offer guidance on the Residential Real Estate Rule. Quick Reference Guide.



Quick Reference Guide
Residential Real Estate Reporting

RRE

Beginning March 1, 2026, certain real estate professionals involved in real estate closings and settlements nationwide are required to report information to FinCEN about non-financed transfers of residential real estate.

A transfer is reportable when all four conditions are met:

1. The real property is residential;
2. The transfer is non-financed;
3. The property is transferred to a certain type of entity or trust; and
4. An exception does not apply.

What is residential real property?

A property meets the definition of residential real property if it is located in the United States and the property is:

- Real property containing a structure designed principally for occupancy by one to four families;
- Land on which the transferee intends to build a structure designed principally for occupancy by one to four families;
- A unit designed principally for occupancy by one to four families within a structure on land; or
- Shares in a cooperative housing corporation.

What is a non-financed transfer?

A non-financed transfer of residential real property is a transfer that does not involve an extension of credit to all transferees (the entity or entities buying or receiving the property) that is both:

- Secured by the transferred property; and
- Extended by a financial institution subject to anti-money laundering (AML) program requirements and Suspicious Activity Report (SAR) obligations.

Transfers that are financed by a lender without an obligation to maintain an AML program and a requirement to file SARs are treated under the rule as non-financed transfers that must be reported if other criteria making a transfer reportable are met.

What is a transferee entity and a transferee trust?

A transferee entity is defined as any person other than a transferee trust or an individual. For example, a transferee entity may be a corporation, partnership, estate, association, or limited liability company.

Statutory trusts, which are trusts created or authorized under the Uniform Statutory Trust Entity Act or as enacted by a state, are also considered transferee entities, rather than transferee trusts, for the purposes of this reporting requirement. There are 16 kinds of entities that are exempt from the definition of a transferee entity.

A transferee trust is any legal arrangement created when a grantor or settlor places assets under the control of a trustee for the benefit of one or more beneficiaries or for a specified purpose, whether formed under the United States or a foreign jurisdiction. A transferee trust also includes legal arrangements that are similar to such legal arrangements in either structure or function. However, certain types of trusts are exempted from the definition of a transferee trust.

Filing Deadline

A Real Estate Report must be filed by the later date of:

- The last day of the month following the month that closing occurred; or
- 30 calendar days after the date of closing.

Have questions?

- Visit fincen.gov/rre.
- Subscribe to FinCEN Updates for key announcements
- Contact us at fincen.gov/contact.

THIS YEAR IS A CE YEAR

- **NAR CODE OF ETHICS**

NAR Code of Ethics Resources:

Check Your Code of Ethics Status
The Code of Ethics
Code of Ethics Training

- **NAR FAIR HOUSING (NEW REQUIREMENT)**

NAR Fair Housing Resources:

NAR Fair Housing Training
Fairhaven
NAR Fair Housing Information

CARAVANS SCHEDULE: *NEW POLICY COMING SOON!*

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

EDUCATION & CONTINUING EDUCATION:

- **April 8, 2026 (Wednesday)** - Strategies of the Listing: Getting the Listing, Instructor: Milo Spindt - 9:00am -12:15pm - CE credits 3 Cost: $65 member $125 non member.
- **SAVE THE DATE - April 21-22, 2026 - (Tuesday & Wednesday)** - NAR Green Designation Training - John Shipman, Franklin Energy - 9:00am-4:30pm

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HAWAII INFORMATION SERVICE (HIS):

- New Listing Analysis now in HIMLS. Click for details.
- HIMLS Training Information - Login required

HAWAII REALTORS® (HAR):



The Standard Forms Committee would like your comments on its proposed changes to the HAR Standard Forms. Click the links below to review the proposed changes and offer your comments.

REVISED: Exclusive Right-to-Sell Listing Contract

- View draft (redline)
- View draft (clean)
- Offer comments

NEW: "Customer" (Unrepresentation Buyer) Disclosure & Consent Addendum

- View draft
- Offer comments

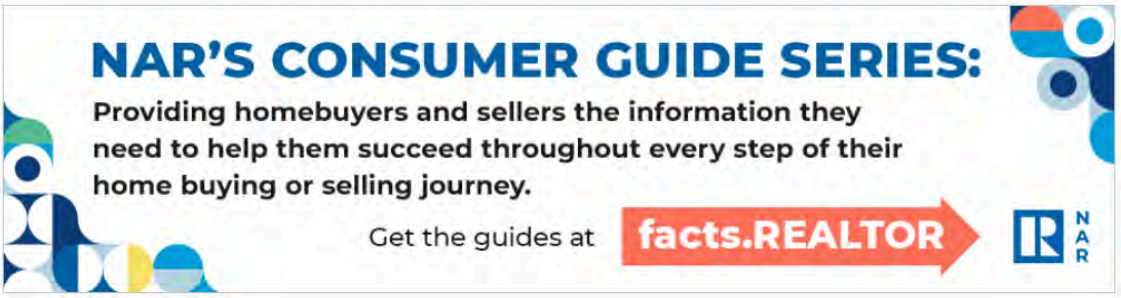
Comments must be received by April 1, 2026.

NATIONAL ASSOCIATION OF REALTORS® (NAR):

The latest in NAR's Consumer Guide series helps buyers and sellers protect themselves from deepfake scams in real estate. The guide explains how AI-generated audio or video might be used to impersonate real people involved in a real estate transaction to divert down payments or closing funds to bad actors. The guide offers tips to spot and avoid deepfake traps during the sale or purchase of a home.

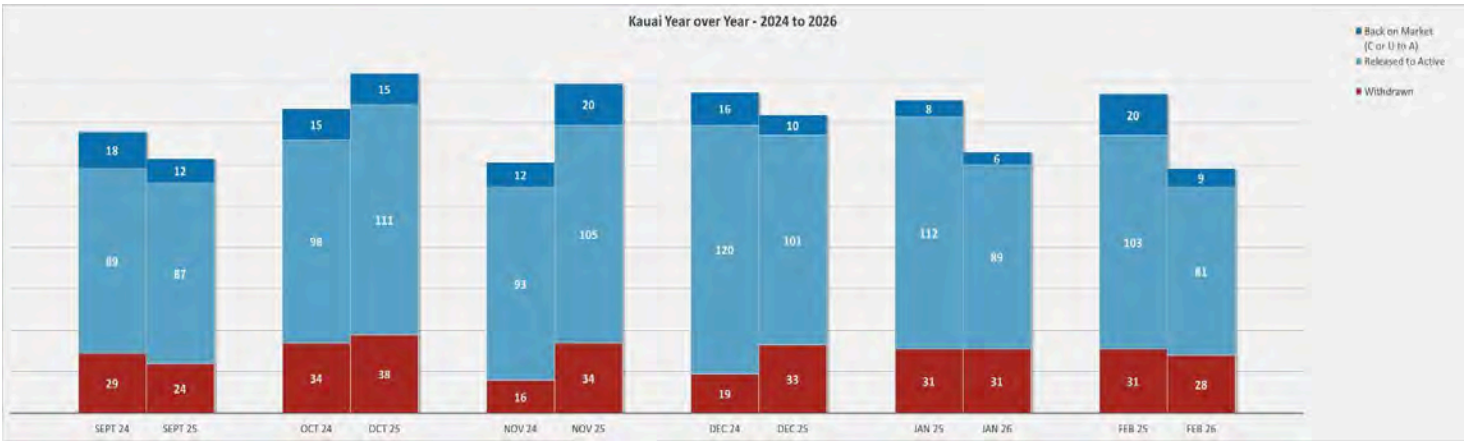
The consumer guides can be given directly to clients. NAR continues to add new guides, so make sure to bookmark facts.realtor, where you'll find the latest additions. Following is a list of the most recent guides:

- **Spotting Deepfake Scams in Real Estate** **NEW!**
- **Seller Checklist: 15 Things to Do Before Every Showing**
- **Are You Ready to Invest in Real Estate?**
- **Thinking of Selling? 7 Factors to Consider**
- **How to Make Your Home More Energy Efficient**



Mahalo nui,

Nani Sadora
Association Executive





COMMUNITY CORNER:

Click here for current community events happening throughout Kauai`i.

Observing February as ʻŌlelo Hawaiʻi Month, *the Kauaʻi Board of REALTORS® continues its Hawaiian Word of the Month program as part of our ongoing commitment to honoring the culture and values of Hawaiʻi.*

MISSION STATEMENT: "Our mission is to elevate professionalism in our members and to advocate real property rights for all."

While we have shared an ʻŌlelo Hawaiʻi word each month for the past few years, we are pleased to expand the program to now include a KBR Reflection. Each month, a Hawaiian word will be shared with our members along with its meaning and relevance to the association's mission, leadership, and service to our community.

"Olelo Hawai`i"- Word of the Month

Imi *- (pronounced ee-mee)*

Translation: *To search for, explore, or seek, pursue knowledge*

KBR Reflection: *We embrace the spirit of ʻimi by encouraging lifelong learning, professional development, and the pursuit of excellence in the real estate profession.*

February 2026

Kauai Market Statistics



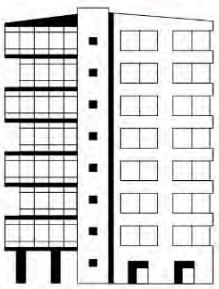
SINGLE-FAMILY HOMES

Median Sales Price Compared to January 2026

Days On Market: **114** ↑ **$1,369,000** ↑

Active Listings: **173**

New Listings ↓		Sold Listings ↑	
2025	2026	2025	2026
44	**39**	**32**	**32**



CONDOMINIUMS

Median Sales Price Compared to January 2026

Days On Market: **43** ↓ **$636,700** ↓

Active Listings: **185**

New Listings ↓		Sold Listings ↓	
2025	2026	2025	2026
36	**35**	**19**	**11**



LAND

Median Sales Price Compared to January 2026

Days On Market: **171** ↓ **$1,234,500** ↑

Active Listings: **103**

New Listings ↓		Sold Listings ↓	
2025	2026	2025	2026
19	**7**	**7**	**6**

Information is deemed reliable but not guaranteed.