



## Association Executive Newsletter

December 2025

Aloha KBR Members and Affiliates!

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

**Membership Count as of November** - 634 REALTOR Members and 25 Affiliates (632 REALTOR Members and 25 Affiliates at last reporting)

**November 2025 Kaua`i Market Statistics** (provided by Affiliate partner Old Republic Title.)

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### **KBR HAPPENINGS:**



**“Scholarship Fundraising Event” – Kuleana: Past, Present, Future  
& Annual General Membership Meeting / Installation & Affiliate Trade Show**  
Theme: *Palaka & Paniolo – Plantation Holiday Style*

This year, we celebrated *two events in one evening*—our Annual GMM and the Installation of our 2026 Officers. A warm congratulations to our newly installed leadership, with installation conducted by our very own **Donna Apisa, HAR’s REALTOR® of the Year.**

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



The evening opened with a meaningful provocation and reflection on Hawaiian values, honoring our KULEANA, led beautifully by Kimo Stone. HAR was represented with key updates and highlights relating to NAR, including the Three-Way Agreement and the 2026 Strategic Plan, presented by Lance Owens, HAR 2025 President. Faith Geronimo, CEO and Colleen Yashuhara, COO of Hawaii Information Services shared key new additions to our MLS highlighting some new products like the new MOBILE APP and Green Fields.

**Congratulations to our 2026 Officers — *Hiki nō!*** We look forward to an exciting and productive year ahead filled with growth, connection, and opportunity.

- **Jenai Hart**, President
- **Dani Dooley**, President-Elect
- **Wayne Richardson IV**, Vice President
- **Nancy Williams**, Secretary
- **F. Lee Morey**, Treasurer
- **Trinette Kauī**, Treasurer-Elect
- **Shawn Kyono**, Director
- **Louis LaFratta**, Director
- **CJ Halladay**, Director
- **Palo Luckett**, Immediate Past President

Following our KBR business and Installation, the room came to life with full Paniolo-style décor, ono grinds by the one-and-only foodie extraordinaire **KickShaws Food Truck**, and we wrapped up the evening with some true-blue line dancing.

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

This memorable event was made possible through our **popular Silent Auction**, with heartfelt appreciation to Hannah Sirois, Evelyn Basnillo, and Rick Shaw for their generous contributions directly supporting the scholarship fund.

**Mahalo** also to our Affiliate sponsors — **Hawaii Information Services, AllState Insurance, Impact Health, Hawaiian TelCom, Old Republic Title Company, and Title Guaranty** — for your continued support.

**And a special mahalo to our event sponsors: Aloha Sotheby's International Realty, Hawaii Life Real Estate Services – Hokuala Realty, and Suzy Harding, REALTOR®.**

To our attendees — **y'all made it happen!** Our **Kuleana Scholarship Fundraiser was a wonderful success**, and we are deeply grateful for your energy, participation, and aloha you brought to the evening.

Mahalo nui, KBR, for another memorable and successful evening!

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Mahalo to everyone who joined us at the **"Economic Forum"** featuring—**Adam Roversi**, Housing Director, County of Kaua'i, and **Dr. Lawrence Yun**, NAR Chief Economist.

What a great turn out and Kaua`i welcome! We received great feedback on this event.

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## **KEEPING YOU INFORMED:**

### **NAR NxT “Mission Impossible” 2025 · Houston, TX**

This year’s NAR NxT conference delivered a strong and clear message: **NAR is refocusing on its members.**

A major highlight included the unveiling of the **2026–2028 Strategic Plan** centered on the theme of **CONTINUITY** — rebuilding trust, elevating member value, and strengthening the connection across the REALTOR® family.

#### **NAR’s Value Proposition for 2026-2028:**

**NAR empowers REALTORS® by helping them thrive in their businesses. It achieves this goal by advocating on their behalf, providing market intelligence and research tools, offering professional development and education, maintaining high standards and elevating the REALTOR® brand. By supporting REALTORS®, NAR protects and advances the right of Americans to own real estate.**

Other key areas of focus included:

- Rebuilding trust in leadership and reinforcing member value
- Education, training, and enhanced professionalism
- Consumer protection and public trust
- Member engagement and transparency
- Code of Ethics, Fair Housing, and compliance
- Technology upgrades and improved access to tools and resources

It was energizing and informative — a reminder of the responsibility we have to bring this information home and ensure our members feel supported, informed, and equipped. **My role continues to be the conduit** between national discussions and our local membership, and I look forward to sharing more as initiatives roll out.

You can find additional resources below — with useful tools and information available at your fingertips.

My biggest takeaway, beyond the wealth of knowledge shared, was the reaffirmation of **CONTINUITY and the power of the Three-Way Agreement — NAR, State Associations, and Local Associations working together for the benefit of our members.**

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## **NAR ADVOCACY:**

Here’s what NAR’s advocacy efforts delivered over the past year:

- \$45.8 million raised to support pro-property candidates.
- 11 harmful tax changes defeated in Congress.
- 1031 like-kind exchanges protected — preserving a vital investment tool for commercial and residential growth.
- 5,000+ meetings with members of Congress — keeping REALTOR® priorities

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front and center in national policy. Localling for our State REALTORS® in D.C. meetings were held with Sen. Mazie Hirono, Brian Schatz, Rep. Jill Tokuda, and Ed Case.

These results matter. They protect property ownership, investment opportunities, and your ability to do business in a fair and sustainable market.

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As a reminder, all guides in this series are available for download—in both English and Spanish—on [facts.realtor](https://facts.realtor). Please allow up to two weeks for the Spanish version of the latest resource to be translated and uploaded.

- [Grants for Associations](#)
- [Resources for REALTOR® Association Management and the RCE Exam](#)
- [REALTOR® Association Resource Exchange \(RARE\)](#)
- [Guidelines for REALTOR® Associations to provide product and services to non-members](#)
- [NAR Member Resource Dos and Don'ts When Working with Buyers](#)
- [NAR Member Resource Dos and Don'ts When Working with Sellers](#)
- [How NAR Membership Dues Help REALTORS® Succeed](#)



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### **KAUAI BOARD OF REALTORS® (KBR) BUSINESS:**

#### **CARAVAN SCHEDULE:**

#### **Caravan Policies**

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

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### **EDUCATION/CONTINUING EDUCATION:**

#### **Kauai Board of REALTORS®:**

- **2026 Education and CE Calendar forthcoming**

#### **HAWAII REALTORS:**

Now Available: Application for 2026 HAR Leadership Academy (HARLA)

**Applications are due by December 17, 2025. Don't wait—spaces are limited!**

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

Maximize your leadership potential! **APPLY TODAY** to be part of 2026 HARLA.

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### **Hawaii Information Services (HIS):**

HIS Updates: Mahalo to everyone who joined us for last week's Know Before You List training video on Branding, the third of the five most common MLS violations we're covering in this campaign.

This week, we're focusing on Contact Information violations — what types of personal or business details are not permitted in listing remarks or photos, why these rules exist, and how to keep your listings fully compliant. The video starts with a quick skit that shows how these violations commonly appear in real-world scenarios, followed by a short walkthrough with clear examples and guidance.

#### Previous Training Videos

- Week 1: Call to Action – [Watch here.](#)
- Week 2: Text Overlay on Photos – [Watch here.](#)
- Week 3: Branding – [Watch Here.](#)
- Week 4: Contact Info – [Watch Here.](#)
- Week 5: Clear Cooperation Policy – December 10, 2025

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### **NATIONAL ASSOCIATION OF REALTORS® (NAR)**



[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.

The **Three-Way Agreement** — local, state, and national.

- Your local board connects you with your community, provides education, and gives you a direct voice in shaping local policies.
- The state association (HAR) expands your reach — advocating at the Capitol, working with state agencies, and ensuring our profession's voice is heard on housing and real estate issues. And number one benefit – statewide standard forms.

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- The national association (NAR) secures your future — protecting property rights, fighting for fair tax policy, defending REALTORS® in the courts, and ensuring our voice is represented in every major housing discussion in Washington, D.C.

Together, that three-tier system gives us one of the strongest advocacy networks in the country — local to national, all working for you.

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

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***Mahalo nui,***

***Nani Sadora  
Association Executive***



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#### **COMMUNITY CORNER:**

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

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***“Olelo Hawai`i”- Phrase of the Month***

***"O ke kau mahalo kēia" ~***

***"This is the season of gratitude"... "This is a time for thanks"***

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# November 2025

## Kauai Market Statistics



### SINGLE-FAMILY HOMES

#### Median Sales Price Compared to October 2025

Days On Market: **60** ↓ **\$1,052,500** ↓

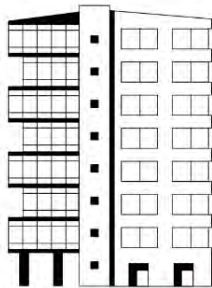
Active Listings: **178**

#### New Listings ↑

| 2024      | 2025      |
|-----------|-----------|
| <b>32</b> | <b>63</b> |

#### Sold Listings ↑

| 2024      | 2025      |
|-----------|-----------|
| <b>22</b> | <b>42</b> |



### CONDOMINIUMS

#### Median Sales Price Compared to October 2025

Days On Market: **127** ↑ **\$702,500** ↑

Active Listings: **189**

#### New Listings ↓

| 2024      | 2025      |
|-----------|-----------|
| <b>48</b> | <b>32</b> |

#### Sold Listings ↑

| 2024      | 2025      |
|-----------|-----------|
| <b>17</b> | <b>22</b> |



### LAND

#### Median Sales Price Compared to October 2025

Days On Market: **192** ↑ **\$837,500** ↓

Active Listings: **104**

#### New Listings ↓

| 2024      | 2025     |
|-----------|----------|
| <b>12</b> | <b>9</b> |

#### Sold Listings ↓

| 2024      | 2025     |
|-----------|----------|
| <b>11</b> | <b>8</b> |