



This home in Kula, with 95 feet of ocean beach frontage, sold for \$1.25 million last year. The 3,000-square-foot house with three bedrooms, two bathrooms and a 2-car garage and a salt-water pool. The listing agent was Kim Insley-Morrell of Coldwell Banker Island Properties. The selling agent was Josh Andrews of Hawaii Real Estate Brokers.

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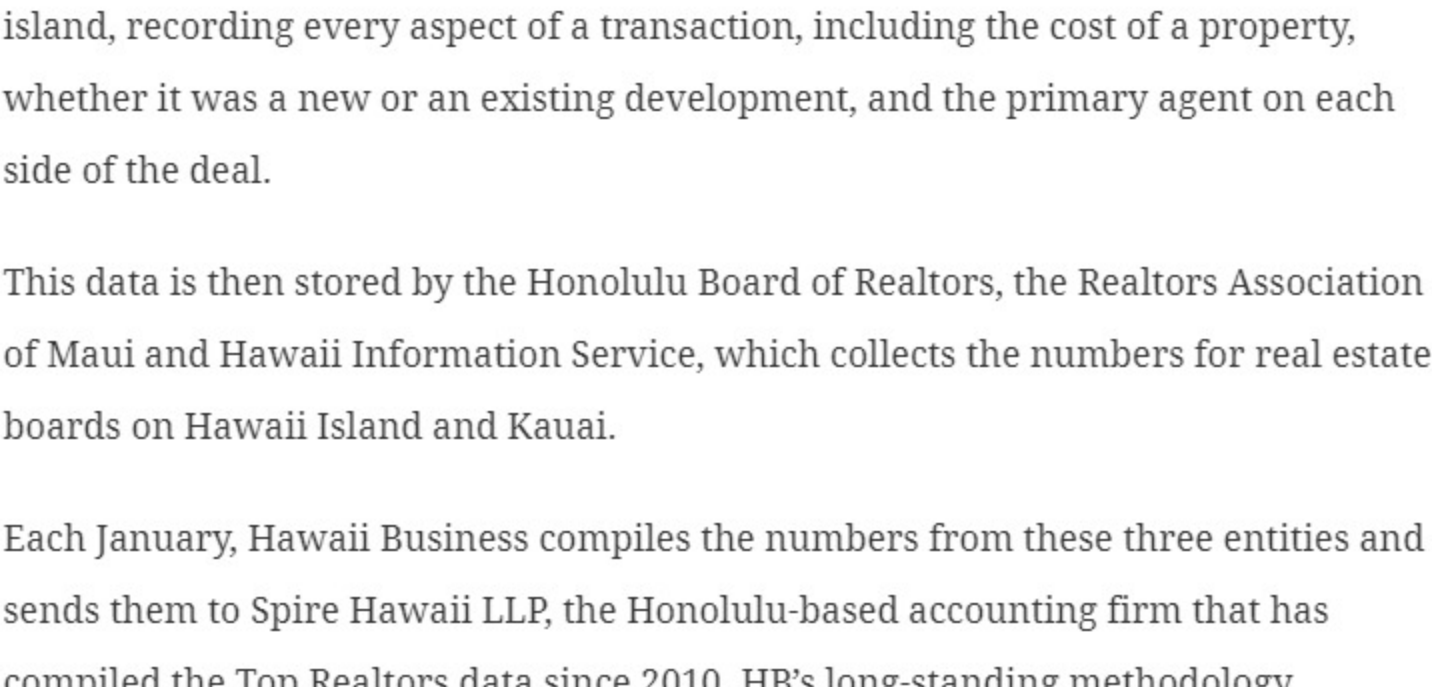
TOP 100 REALTORS 2017

There's a new No. 1 on our list of the state's top real estate professionals

Hawaii Business magazine | June, 2017

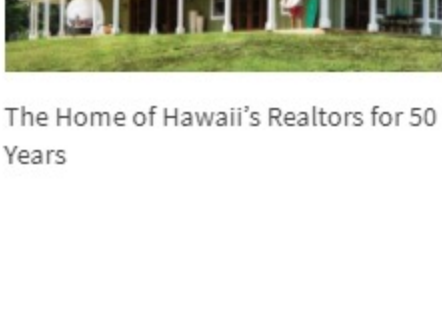
Hawaii Business magazine is honored to publish the Top 100 Realtors, the gold standard in identifying the highest producers in Hawaii's residential real estate industry.

This section lists the Top 100 Realtors, based on transactions that closed in 2016. It also ranks the leaders in transactions and vacant-land sales, and lists the top real estate companies. We also showcase pictures of homes that were among the most expensive sales in the state last year.



Left: A view of the Hapuna Villa at the Mauna Kea Resort on Hawaii Island. Tomoko Matsumoto of Hawaii Beach and Golf Properties was the buyer's agent for this \$12.5 million sale. Right: This Kula beachfront estate – two lots combined for a total of 147 feet of linear oceanfront – sold for \$14.5 million. The main house includes a media screening room and a garden tea room, while the detached guest house has two bedrooms, each with a full en-suite bathroom. Meghan Clair of Coldwell Banker Island Properties, Maui, was the listing agent and the buyer's agent was Raymond S. Chin of Hawaii Life Real Estate Brokers.

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*** Only MLS transactions in Hawaii are accepted.**

*** Only residential sales are counted; land-only and multifamily sales are excluded.**

*** Sales of new properties or new developments are not included.**

*** Primary listors receive full credit for the transactions; co-listors do not receive credit.**

*** Each side in a transaction – both the seller's agent and the buyer's agent – is credited with the full selling price of a home.**

*** If the Realtor represents both the seller and the buyer, that Realtor is credited with twice the selling price.**

This methodology has remained unchanged for a decade, ensuring consistency, transparency and integrity.

MLS is a dynamic platform that continuously changes as new information is entered into the system, which means the Top 100 Realtors list is a snapshot of activity taken at the time the data is collected in January of each year. It depicts information that was entered by Realtors themselves; amendments made after we gathered the information in January are not reflected in the published lists.



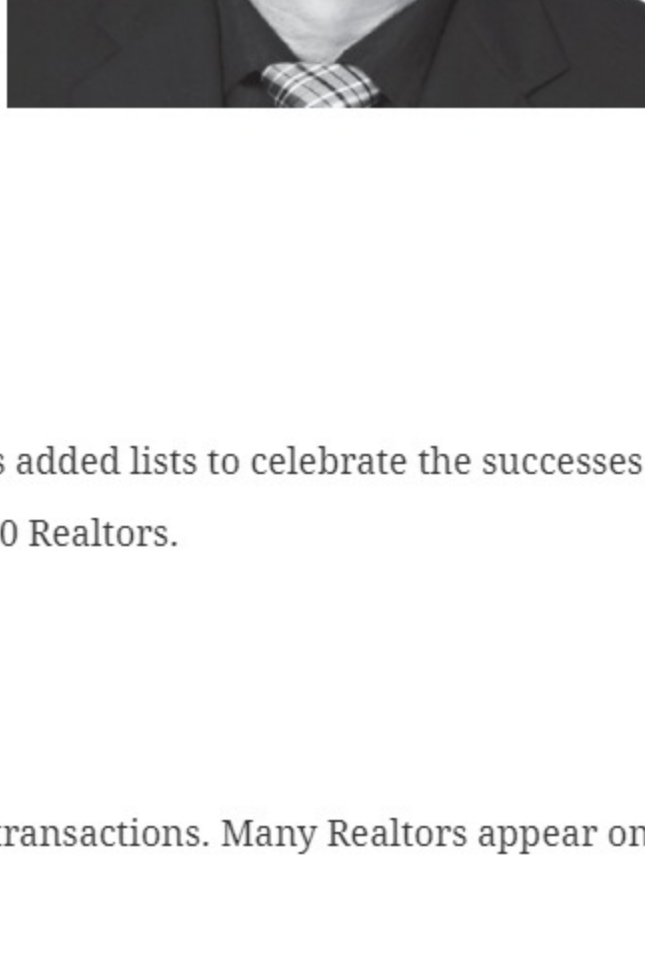
Top 100 Realtors by Total Sales

Rank	Agent	Firm	Total Sales	Transactions	Island
1	Jeffrey N Samuels	Jeffrey Samuels R E Services	\$135,884,516	223	Maui, Oahu
2	James A Schneider	Kukio Properties	\$119,890,000	20	Big Island
3	Neal A. Norman	Hawaii Life Real Estate Brokers	\$119,320,000	24	Kauai
4	Myron N Kiriu	BHGRE Advantage Realty	\$114,369,748	113	Oahu
5	Bryn W Kaufman	OahuRE.com	\$77,812,050	138	Oahu
6	Robert Kildow	Hualalai Realty	\$72,851,999	17	Big Island
7	Adrienne Lally	Keller Williams Honolulu	\$63,813,400	136	Maui, Big Island, Oahu
8	Daniel K Ihara	Keller Williams Honolulu	\$58,367,219	89	Oahu
9	Dano Sayles	RE/MAX Lifestyle	\$57,774,750	32	Maui
10	Yvonne J. Khouri-Morgan	Mauna Lani Realty, Inc.	\$57,697,499	24	Big Island
11	Harold Clarke	Luxury Big Island By Harold Clarke	\$54,823,675	25	Big Island
12	Charlene Tongg	Keller Williams Honolulu	\$49,630,085	94	Oahu
13	Thomas Loratta	Elite Pacific Properties, LLC	\$49,075,000	7	Big Island
14	Raymond S Chin	Hawaii Life Real Estate Brokers (KAP)	\$48,180,500	13	Kauai
15	Frank H.J. Schenk	Mauna Kea Realty	\$46,454,175	8	Big Island
16	Ben Garner	Kukio Properties	\$45,815,000	7	Big Island
17	Hannah Sirois	Elite Pacific Properties, LLC	\$43,656,290	20	Kauai
18	Stephen T. L. Huiwitz	Mauna Kea Realty	\$43,398,750	13	Big Island
19	Tracy Allen	Coldwell Banker Pacific Prop.	\$42,834,000	27	Oahu
20	Daryl W. Flem	Hawaii International Real Estate Services LLC	\$41,404,150	15	Big Island
21	Richard S. Ciricchio	Help-U-Sell Honolulu Prop.	\$41,330,275	68	Oahu
22	Tony L. Pinkert	Elite Pacific Properties, LLC	\$40,102,750	9	Big Island
23	Derek Kamm	Keller Williams Honolulu	\$39,656,200	62	Oahu
24	Yvonne Summerfield	RE/MAX Kauai Living	\$39,323,055	40	Kauai
25	Josh Jerman	Hawaii Life Real Estate Brokers	\$39,307,848	52	Maui
26	Travis D. Farris	BHGRE Advantage Realty	\$39,159,200	75	Oahu
27	Sachyo S. Braden	Sachi HI Pacific Century Prop.	\$37,735,000	23	Oahu
28	Mary Anne Filch	Hawaii Life Real Estate Brokers	\$37,439,000	17	Maui
29	Beth Chang	Coldwell Banker Pacific Prop.	\$36,326,388	15	Oahu
30	Tomoko Matsumoto	Hawaii Beach and Golf Properties	\$35,727,500	17	Big Island
31	Patricia Choi	Choi International	\$34,878,488	15	Oahu
32	Erin B. Evans	C21 All Islands FH & E	\$34,564,500	61	Oahu
33	Letan Harosky	Coldwell Banker Pacific Prop.	\$34,020,500	60	Oahu
34	Tracey Anne Stott Kelley	Stott Real Estate, Inc.	\$33,506,225	62	Oahu
35	Kim Insley-Morrell	Coldwell Banker Island Prop(S)	\$33,008,500	28	Maui
36	Yukiko Yang	List Sotheby's Int'l Realty	\$33,582,700	35	Oahu
37	Alesia D. Barnes	Elite Pacific Properties, LLC	\$32,825,700	50	Oahu
38	Ann T. Kwock	Trinity Properties, LLC	\$32,138,000	9	Oahu
39	Kay M. Mukaigawa	Primary Properties, Inc.	\$31,188,000	46	Big Island, Oahu
40	Jackie Oldbury	Coldwell Banker Pacific Prop.	\$31,129,500	61	Oahu
41	Vincent Lao	Five Star Realty, Inc.	\$30,832,300	44	Oahu
42	Steven Martin-Oldfield	Kauai Pacific Real Estate, LLC	\$30,416,409	16	Kauai
43	Rhonda Smith-Sanchez	Coldwell Banker Island Prop(P)	\$29,952,000	14	Maui
44	Carrie Nicholson	Hawaii Life Real Estate Brokers	\$29,890,955	9	Big Island
45	Courtney J. Takai	Vesta Hawaii Real Estate	\$29,758,638	45	Oahu
46	Tom Tezak	Wailea Realty Corp.	\$29,640,800	30	Maui
47	Erik K. Taniguchi	Keller Williams Honolulu	\$29,454,344	37	Oahu
48	Suzanne K. Harding	Kukuiula Realty Group LLC	\$29,370,000	13	Kauai
49	William B. Moffett	Moffett Properties	\$28,860,250	24	Maui
50	Corinda S. Wong	Locations	\$28,430,900	33	Oahu
51	Scott R. Carvill	Carvill Sotheby's Intl. Realty	\$28,343,000	13	Oahu
52	Brandon C. Lau	Locations	\$27,178,417	36	Oahu
53	Joel L. Cavasso	Elite Pacific Properties, LLC	\$27,012,888	16	Oahu
54	Joni J. Metzler	Metzler Realty	\$26,900,000	3	Big Island
55	Douglas Sharnfield	Coldwell Banker Pacific Prop.	\$26,850,500	18	Oahu
56	Trevor W. Benn	Benn Pacific Group, Inc.	\$26,359,500	28	Oahu
57	Dolores P. Beldones	Locations	\$26,504,049	19	Oahu
58	Robert H. Dein	Maui Real Estate Advisors LLC	\$26,149,100	23	Maui
59	Susan N. Borochov	Coldwell Banker Pacific Prop.	\$25,884,750	31	Oahu
60	Nathalie C. Mullinix	Nathalie Mullinix Rity Unvers	\$25,760,035	50	Maui, Big Island, Kauai, Oahu
61	Scott Adams	BHGRE Advantage Realty	\$25,373,000	28	Oahu
62	Dennis Rush	Elite Pacific Properties, LLC	\$25,048,861	11	Maui
63	Robert R. Myers	Elite Pacific Properties, LLC	\$24,906,800	23	Maui
64	Ben M. Welborn	Hawaii Life Real Estate Brokers	\$24,874,500	10	Kauai
65	Danette K. Andrews	Century 21 All Islands Fine Homes & Estates - Princeville	\$24,828,500	31	Kauai
66	Ralph S. Gray	Hawaii Homes International	\$24,783,750	20	Oahu
67	Cynthia L. Nash	Choi International	\$24,740,000	20	Oahu
68	Shannon D. Severance	RE/MAX Honolulu	\$24,240,100	47	Oahu
69	Tony Kawaguchi	Hawaii Homes International	\$24,129,900	25	Oahu
70	Clint Hansen	Maui Luxury Real Estate LLC	\$24,048,499	25	Maui
71	Robert J. Cartwright	Whalers Realty Inc.	\$23,869,309	17	Maui
72	Chad TY Shimabukuro	RE/MAX Honolulu	\$23,820,550	50	Oahu
73	Michael D. DelMello	Redfin Corporation	\$23,694,250	34	Oahu
74	Yukie M. Pakiele	Kailua Beach Realty, Ltd.	\$23,589,088	44	Oahu
75	Kelly H. Moran	Hilo Brokers Ltd.	\$23,529,500	30	Big Island
76	David E. Buck	Harcourts Island Properties	\$23,474,000	22	Oahu
77	Orion R. Baisley	Locations	\$23,275,000	19	Oahu
78	Iku S. Honda	Coldwell Banker Pacific Prop.	\$23,187,000	18	Oahu
79	Jaymes K. Song	BHGRE Advantage Realty	\$23,081,500	36	Oahu
80	Paul G. Kymo	Oceanfront Sotheby's International Realty	\$22,375,000	5	Kauai
81	Anne Oliver	Coldwell Banker Pacific Prop.	\$22,270,000	5	Oahu
82	Juliana Garri	Choi International	\$22,252,700	16	Oahu
83	Atsuko Sato	HOMETIQUE	\$22,136,100	20	Oahu
84	John W. Stallings	Keller Williams Honolulu	\$22,082,250	26	Oahu
85	Chester Q. New	SRE Matrix, Inc.	\$22,034,210	34	Oahu
86	Ivy N. Kumbi	Ivy K Realty, LLC	\$21,849,000	42	Oahu
87	Ryan T. Kamm	Keller Williams Honolulu	\$21,724,388	26	Oahu
88	Courtney M. Brown	Island Sotheby's Int'l Rity(L)	\$21,642,884	14	Maui
89	Donna A. Duryea	Elite Pacific Properties LLC - Waikoloa	\$21,602,164	59	Big Island, Kauai, Oahu
90	JJ Leininger	Hawaii Life Real Estate Brokers	\$21,528,657	36	Big Island, Kauai
91	Mary LaVioe-Onon	Elite Pacific Properties, LLC	\$21,361,799	11	Oahu
92	Eileen F. Lacerte	Hawaii Beach and Golf Properties	\$21,242,225	11	Big Island
93	Dean A. Otto	Sakamoto Properties Limited	\$20,764,000	9	Maui
94	Joanne L. Fosse	Kapulu Realty Co Ltd	\$20,680,000	10	Maui
95	Mary M Whitfield	Berkshire Hathaway HmSvc HI RE	\$20,611,500	7	Oahu
96	Judith A. Bedford	List Sotheby's Int'l Realty	\$20,609,000	16	Oahu
97	Wendy R. Peterson	Island Sotheby's Int'l Rity(H)	\$20,513,000	14	Maui
98	Stephanie L. Chan	Locations	\$20,351,800	31	Oahu
99	H. Scott Rotheliser	Owners.com	\$20,115,445	60	Maui, Big Island, Kauai, Oahu
100	Sue Brown	Sue Brown Realty & Associates	\$20,150,736	38	Big Island

New No. 1

Jeffrey Samuels became the No. 1 real estate agent in Hawaii in 2016 based on both total sales volume and number of transactions. He advertises a flat rate of \$3,500 for both buyers and sellers.

His MLS sales volume in 2016 totaled \$135.88 million, based on 223 transactions. Hawaii Business tried to interview him about his sales strategy but he did not respond to repeated messages.



ACCOMPANYING LISTS

Over the years, *Hawaii Business* magazine has added lists to celebrate the successes of real estate professionals beyond the Top 100 Realtors.

This year's lists are:

TOP TRANSACTIONS

Hawaii's Realtors with the highest volume of transactions. Many Realtors appear on both this list and the Top 100.

HONORABLE MENTION

Awarded to agents who ranked from 101 to 125 in the value of sales, based on the same sales criteria as the Top 100 Realtors.

VACANT LAND

We recognize Realtors who sell a lot of vacant land with two lists: rankings by the value of sales and number of transactions.

TOP COMPANIES

Top Companies: These two lists ranked the most successful real estate firms by the value of sales and number of transactions.



Realtors with Most Transactions

1	Nakanishi			
2	Keoisha S. Johnson	Savio Realty Ltd. - Hilo Office	\$8,719,704	Big Island
3	Alesia D. Barnes	Elite Pacific Properties, LLC	\$32,825,700	Oahu
4	Chad TY Shimabukuro	RE/MAX Honolulu	\$23,820,550	Oahu
5	Nathalie C. Mullinix	Nathalie Mullinix Realty Universal, Inc.	\$25,760,035	Maui, Big Island, Kauai, Oahu
6	Yvonne Summerfield	RE/MAX Kauai Living	\$39,323,055	Kauai
7	Shannon D. Severance	RE/MAX Honolulu	\$24,240,100	Oahu
8	Kay M. Mukaigawa	Primary Properties, Inc.	\$31,188,000	Big Island, Oahu
9	Courtney J. Takai	Vesta Hawaii Real Estate	\$29,758,638	Oahu
10	Vincent Lao	Five Star Realty, Inc.	\$30,832,300	Oahu
11	Yukie M. Pakiele	Kailua Beach Realty, Ltd.	\$23,589,088	Oahu
12	Ivy N. Kumbi	Ivy K Realty, LLC	\$21,849,000	Oahu
13	Josh Jerman	Hawaii Life Real Estate Brokers	\$39,307,848	Maui
14	Lance I. Miyasato	Century 21 Homefinders of Hawaii	\$5,029,900	Big Island
15	Catherine A. Fedak	Hilo Bay Realty LLC	\$6,583,100	Big Island
16	Mark Guagliardo	Hawaii Real Estate Team	\$16,615,507	Maui, Big Island, Kauai, Oahu
17	Hanako Hata	Starts International HI, Inc.	\$14,284,000	Oahu
18	Mari Hirano	List Sotheby's Int'l Realty	\$17,799,000	Oahu
19	Sue Brown	Sue Brown Realty & Associates	\$20,150,736	Big Island
20	Erik K. Taniguchi	Keller Williams Honolulu	\$29,454,344	Oahu
21	Brandon C. Lau	Locations	\$27,178,417	Oahu
22	Jaymes K. Song	BHGRE Advantage Realty	\$23,081,500	Oahu
23	JJ Leininger	Hawaii Life Real Estate Brokers	\$21,528,657	Big Island, Kauai
24	Yukiko Yang	List Sotheby's Int'l Realty	\$33,582,700	Oahu
25	Chester Q. New	SRE Matrix, Inc.	\$22,034,210	Oahu
26	Jo-An M. Aki	Emerald Club Realty, Inc.	\$22,006,500	Maui
27	Michael D. Delmello	Redfin Corporation	\$23,694,250	Oahu
28	Christina M. Nishiyama	Primary Properties Inc.	\$19,361,155	Oahu
29	Corinda S. Wong	Locations	\$28,430,900	Oahu
30	Kelly Shaw RB	Koa Realty, Inc.	\$17,987,500	Big Island
31	Mathew Hui Nigo	CENTURY 21 All Islands	\$17,580,000	Oahu
32	Dano Sayles	RE/MAX Lifestyle	\$57,774,750	Maui
33	Edward L. Blottenberger	First Hawaiian Realty	\$11,239,971	Oahu
34	Henry J. Comea Jr.	Hank Comea Realty	\$8,835,725	Big Island
35	Julie A. Black	Kauai Dreams Realty	\$12,527,857	Kauai
36	Robyn B. Baglow	The Land Office, LLC	\$6,501,980	Big Island
37	Bob Myers	Kona Resort Properties	\$13,402,000	Big Island
38	Carol P. Christie	SRE Matrix, Inc.	\$17,849,400	Oahu
39	Danette K. Andrews	Century 21 All Islands Fine Homes & Estates - Princeville	\$24,828,500	Kauai
40	Gary J. Moores	Coldwell Banker Island Prop(S)	\$15,865,800	Maui
41	Joan Graham	Coldwell Banker Pacific Prop.	\$16,495,388	Oahu
42	Kendra K. Okhiro	Locations	\$17,655,000	Oahu
43	Michael R. Miller	Coldwell Banker Day-Lum Properties	\$8,766,010	Big Island
44	Rose Delfin	Clark Realty Corp. - Hilo Orchid Isle	\$6,701,085	Big Island
45	Stephanie L. Chan	Locations	\$20,351,800	Oahu
46	Susan N. Borochov	Coldwell Banker Pacific Prop.	\$25,884,750	Oahu
47	Kelly H. Moran	Hilo Brokers Ltd.	\$23,529,500	Big Island
48	Ken Smith	Coldwell Banker Island Prop(S)	\$14,453,951	Maui
49	Kim Wong Balsacan	BHGRE Advantage Realty	\$10,175,499	Oahu
50	Marco A. Silva	Clark Realty Corp. - Kona	\$18,760,916	Big Island
51	Randy L. Prothro	alp Realty	\$17,333,500	Oahu
52	Shannon B. Taparra Jr.	CENTURY 21 Homefinders of HI	\$16,311,388	Oahu
53	Shannon TRS Feliciano	Locations	\$13,820,638	Oahu
54	Tom Tazaki	Wailea Real Estate Corp.	\$28,460,800	Maui
55	Alison Winsom	Hawaii Life Real Est. Brokers	\$19,432,657	Oahu
56	Corey M. Cazares	Military Home Source	\$14,835,000	Oahu
57	Debbie L. Young	Help-U-Sell Honolulu Prop.	\$19,288,740	Oahu
58	Kaahli D. Pelayo	KU Realty, LLC	\$16,718,200	Oahu
59	Lisa Onishi	Locations	\$14,220,000	Oahu
60	Lucien Breault Jr.	Coldwell Banker Pacific Prop.	\$16,820,800	Oahu
61	Mikiko Terahira	Coldwell Banker Pacific Prop.	\$17,419,000	Oahu
62	Steven J. Ellison	Clark Realty Corporation - Keauhou	\$14,234,307	Big Island
63	Todd D. Manhan	Island Realty Group, LLC	\$13,785,375	Oahu
64	Jaime V. Juarez	Kohala Coast Properties	\$11,154,200	Big Island
65	Kim Insley-Morelli	Coldwell Banker Island Prop(S)	\$30,698,500	Maui
66	Lyndia Gill	RE/MAX Kauai Living - Poipu	\$11,581,440	Kauai
67	Maureen Fukumoto	Realty Pro	\$17,349,500	Oahu
68	Mei Pang	BHGRE Advantage Realty	\$15,537,000	Oahu
69	Osamu Ooka	ILC & Sweet Realty LLC	\$18,562,500	Oahu
70	Scott Adams	BHGRE Advantage Realty	\$25,737,000	Oahu
71	Triviv W. Benn	Benn Pacific Group, Inc.	\$26,539,500	Oahu
72	Vernon KT Clock	Vernco Properties, Inc.	\$16,047,000	Oahu
73	Annette M. Aiona	Island Realty Group, LLC	\$7,925,350	Big Island
74	Cindy Griffey	MacArthur Sotheby's International Realty, Kona	\$13,292,500	Big Island
75	Daniel R. Kaslow	Hawaii Homes International	\$10,457,500	Oahu
76	Howard Dintis	Dintis Realty	\$6,469,951	Maui
77	James S. Chan	Locations	\$15,320,000	Oahu
78	Sachiko S. Braden	Sachi HI Pacific Century Prop.	\$37,795,000	Oahu
79	Tracy Allen	Coldwell Banker Pacific Prop.	\$42,834,000	Oahu
80	Vineeta Jetley	C21 All Islands FH & E	\$26,163,300	Oahu
81	Atsuko Sato	HOMETIQUE	\$22,136,100	Oahu
82	Brenda S. Crawford	Coldwell Banker Makai Properties	\$6,407,999	Kauai
83	Chad M. Takeuchi	Locations	\$18,611,500	Maui
84	Christi L. Mallicoate	Aloha Coast Realty, LLC	\$4,270,684	Big Island
85	David J. Kucic	Hawaii Military Realty, Inc.	\$17,164,075	Oahu
86	Erik Jacobson	Clark Properties LLC - Waikoloa	\$13,324,500	Big Island
87	Go-No Goyer	Coldwell Banker Pacific Prop.	\$5,368,500	Oahu
88	Kristina R. Vaughn-Hazan	Aloha Kona Realty Inc.	\$19,092,000	Big Island
89	Ryan J. Lamb	Keller Williams Honolulu	\$21,724,388	Oahu
90	Aimee L. Bemis	Hawaii Life Real Est. Brokers	\$14,594,500	Oahu
91	Bill Parecki	Savio Realty Ltd. - Puna Office	\$5,228,590	Big Island
92	Brandy A. Saulnier	Military Home Source	\$13,341,000	Oahu
93	Bryan J. Balsacan	Locations	\$25,533,000	Oahu
94	Clint Hansen	Mauk Luxury Real Estate LLC	\$24,048,499	Maui