



40 pages
of Real Estate
Information

——
WHO'S WHO
IN
HAWAII

Real Estate

2 0 0 8

Top 100 Residential Realtors[®]

——
**Bonus Coverage:
A Special Supplement
to Hawaii Business
Magazine**

TOP 10 RESIDENTIAL REALTORS STATEWIDE*

- 1** \$107,813,750
Patricia Choi, *Choi International*
1215 Hunakai Street, Suite 200; Honolulu, HI 96813
patchoi@choi-realty.com | o 808-734-7711 | c 808-285-2484 | f 808-735-8879
- 2** \$76,506,900
Nathalie Mullinix, *Nathalie Mullinix Realty Universal*
PO Box 1184; Kailua, HI 96734
president@realtyuniversal.com | o 808-261-0350 | f 808-261-0568
- 3** \$64,618,000
Richard B. Rocker, *Richard B. Rocker, REALTOR*
PO Box 6719; Kamuela, HI 96743
richard@richardrocker.com | o 808-887-6115 | c 808-895-3469 | f 808-887-6118
- 4** \$51,265,500
Sachiyo Braden, *Sachi Hawaii Pacific Century Prop.*
88 Piikoi Street Suite 301; Honolulu, HI 96814
sachi@sachihawaii.com | o 808-594-8801 | c 808-226-9294 | f 808-596-8820
- 5** \$47,900,600
Jeffrey Samuels, *Jeffrey Samuels Real Estate Services*
770 Kapiolani, Ste. III, Honolulu, HI 96813
richard@richardrocker.com | o 808-887-6115 | c 808-895-3469 | f 808-887-6118
- 6** \$47,712,333
Anne Perry, *Coldwell Banker Pacific Properties*
4211 Waiialae Ave. #9000; Honolulu, HI 96814
annep@cbpacific.com | o 808-748-3474 | c 808-286-6474 | f 808-748-8074
- 7** \$47,646,500
Mary Anne Fitch, *Coldwell Banker Island Prop (L)*
109 Hoohui Rd, Suite 107; Lahaina, HI 96761
sold@maui.net | o 808-250-1583 | c 808-661-1583 | f 808-661-2083
- 8** \$47,050,000
Frank H.N. Schenck, *C&H Properties, Inc.*
65-1227 A Opelo Road, Suite 1; Kamuela, HI 96743
fschenk@chproperties.com | o 808-885-6044 | c 808-896-9997 | f 808-887-1171
- 9** \$45,021,150
Donald Eovino, *Eovino & Associates, Inc.*
2937 Kalakaua Avenue #39; Honolulu, HI 96815
don@eovino.net | o 808-735-3066
- 10** \$42,209,999
Yvonne J. Khouri-Morgan, *Mauna Lani Realty, Inc.*
68-1310 Mauna Lani Drive; Kohala Coast, HI 96743
yvonne@aloha.net | c 808-937-4466 | f 808-885-5536

*based on total dollar volume in the resales market of single family homes and condominiums



TOP 5 RESIDENTIAL REALTORS BY ISLAND*

OAHU

- 1** **\$107,813,750** **Patricia Choi**
Choi International
1215 Hunakai Street, Suite 200; Honolulu, HI 96813
patchoi@choi-realty.com
o 808-734-7711 | c 808-285-2484 | f 808-735-8879
- 2** **\$60,690,900** **Nathalie Mullinix**
Nathalie Mullinix Realty Univ.
PO Box 1184; Kailua, HI 96734
president@realtyuniversal.com
o 808-261-0350 | f 808-261-0568
- 3** **\$51,265,500** **Sachiyo Braden**
Sachi Hawaii Pacific Century Prop.
88 Piikoi St. Suite 301; Honolulu, HI 96814
sachi@sachihawaii.com
o 808-596-8801 | c 808-226-9294 | f 808-596-8820
- 4** **\$47,900,600** **Jeffrey Samuels**
Jeffrey Samuels Real Estate Serv.
770 Kapiolani, Ste. III.; Honolulu, HI 96813
jeff@jeffreysamuels.com
o 808-589-1776
- 5** **\$47,712,333** **Anne Perry**
Coldwell Banker Pacific Properties
4211 Waialae Ave #9000; Honolulu, HI 96814
annep@cbpacific.com
o 808-748-3474 | c 808-286-6474 | f 808-748-8074

KAUAI

- 1** **\$33,765,000** **Barbara L. Sloan**
Coldwell Banker Bali Hai Realty, Inc.
PO Box 930; Hanalei, HI 96714
Barbara@balihai.com
o 800-404-5200 x 225 | c 808-651-0028 | f 808-826-6157
- 2** **\$28,568,000** **Sarah J. Berntson**
Coldwell Banker Bali Hai Realty, Inc.
5-5088 Kuhio Highway PO Box 930; Hanalei, HI 96714
sarabh@aloha.net
o 800-404-5200 x 233 | c 808-651-6520 | f 808-826-6157
- 3** **\$27,812,500** **Peter Sirois**
Pacific Ocean Properties
2253 Poipu Road; Koloa, HI 96756
sirois@aloha.net
o 808-742-8025 | c 808-639-2267 | f 808-742-2412
- 4** **\$18,530,000** **Neal A. Norman**
Koa Properties Land & Homes LLC
PO Box 752; Kilauea, HI 96754
neal@koahawaii.com
o 808-828-6644 | c 808-651-1777 | f 808-828-1343
- 5** **\$17,295,000** **Yvonne Summerfield**
RE/MAX Kauai
PO Box 1059; Koloa, HI 96756
ysummerfield@yahoo.com
o 808-332-7362 | c 808-346-7251 | f 808-397-0397

MAUI

- 1** **\$47,646,500** **Mary Anne Fitch**
Coldwell Banker Island Prop (L)
10 Hoohui Road, Suite 109; Lahaina, HI 96761
sold@maui.com
o 808-250-1583 | c 808-661-1583 | f 808-661-2083
- 2** **\$38,661,360** **Gregory J. Harbottle**
Whalers Realty Inc.
1576 Ainakea Road; Lahaina, HI 96761
ghthkh@msn.com
o 808-661-7887 | c 808-661-7887 | f 808-661-8358
- 3** **\$34,871,500** **Robert J. Cartwright**
Whalers Realty Inc.
2435 Kaanapali Parkway Suite A-3; Lahaina, HI 96761
RJC@whalersreal.com
o 808-661-8777 | f 808-667-5620
- 4** **\$34,076,000** **Maureen Atkinson**
Prudential Maui REALTORS, Inc.
PO Box 12700; Lahaina, HI 96761
maureen@maui.net
o 808-268-8833 | c 808-268-8833 | f 808-667-0404
- 5** **\$31,850,000** **Nancy Callahan**
Makena Bay Properties
100 Wailea Ike Drive; Wailea, HI 96761
nancy@makenabayproperties.com
o 808-879-0009 | c 808-870-2001 | f 808-875-0009

BIG ISLAND

- 1** **\$64,618,000** **Richard B. Rocker**
Richard B. Rocker, REALTOR
PO Box 6719; Kamuela, HI 96743
richard@richardrocker.com
o 808-887-6115 | c 808-895-3469 | f 808-887-6118
- 2** **\$47,050,000** **Frank H.N. Schenck**
C&H Properties, Inc.
65-1227 A Opelo Road, Suite 1; Kamuela, HI 96743
fschenk@chproperties.com
o 808-885-6044 | c 808-896-9997 | f 808-887-1171
- 3** **\$42,209,999** **Yvonne J. Khouri-Morgan**
Mauna Lani Realty, Inc.
68-1310 Mauna Lani Drive; Kohala Coast, HI 96743
yvonne@aloha.net
c 808-937-4466 | f 808-885-5536
- 4** **\$36,423,762** **Stephen T.L. Hurwitz**
C&H Properties, Inc.
65-1227 A Opelo Road, Suite 1 Kamuela, HI 96743
steveh@chproperties.com
o 808-885-6044 | f 808-885-5488
- 5** **\$34,400,000** **Kathrin G. Kohler**
Mauna Kea Realty
62-100 Kaunaoa Drive; Kamuela, HI 96743
kkohler@aloha.net
o 808-880-1900 | c 808-938-2216 | f 808-880-1920

*based on total dollar volume in the resale market of single family homes and condominiums

TOP 10 SELLERS
REPRESENTATIVES*

1 \$73,504,750
Patricia Choi
Choi International

2 \$54,776,900
Nathalie Mullinix
Nathalie Mullinix Realty Univ.

3 \$45,381,600
Jeffrey Samuels
Jeffrey Samuels Real Estate Serv.

4 \$40,050,000
Richard B. Rocker
Richard B. Rocker, REALTOR

5 \$35,937,333
Anne Perry
Coldwell Banker Pacific Properties

6 \$34,400,000
Kathrin G. Kohler
Mauna Kea Realty

7 \$34,221,500
Mary Anne Fitch
Coldwell Banker Island Prop (L)

8 \$28,632,500
Sachiyo Braden
Sachi Hawaii Pacific Century Prop.

9 \$28,184,637
Tracey Stott Kelly
Stott Real Estate, Inc.

10 \$27,489,999
Yvonne J. Khouri-Morgan
Mauna Lani Realty, Inc.

TOP 10 BUYERS
REPRESENTATIVES**

1 \$34,309,000
Patricia Choi
Choi International

2 \$30,285,000
Donald F. Watson
Don Watson Realty, LLC

3 \$24,568,000
Richard B. Rocker
Richard B. Rocker, REALTOR

4 \$23,630,000
Frank H.N. Schenck
C&H Properties, Inc.

5 \$22,633,000
Sachiyo Braden
Sachi Hawaii Pacific Century Prop.

6 \$22,100,000
Nancy J. Callahan
Makana Bay Properties

7 \$21,730,000
Nathalie Mullinix
Nathalie Mullinix Realty Univ.

8 \$21,618,600
Karen A. Olsen
Coldwell Banker Island Prop (W)

9 \$20,767,050
Ivy Kumai
Kumai Realty, Inc.

10 \$20,432,000
Maureen Atkinson
Prudential Maui REALTORS, Inc.

TOP 10 UNIT
SALES†

1 99 Units
Nathalie Mullinix
Nathalie Mullinix Realty Univ.

2 93 Units
Jeffrey Samuels
Jeffrey Samuels Real Estate Serv.

3 58 Units
Tracey Stott Kelly
Stott Real Estate, Inc.

4 43 Units
Richard Cricchio
Help-U-Sell Honolulu Prop.

5 40 Units
Ivy Kumai
Kumai Realty, Inc.

6 38 Units
Patricia Choi
Choi International

7 38 Units
Michael Burnstein
Assist 2 Sell Buyers & Sellers

8 32 Units
Trevor Benn
Benn Pacific Group Inc.

9 31 Units
Edward Blottenberger
First Hawaiian Realty

10 30 Units
Sachiyo Braden
Sachi Hawaii Pacific Century Prop.

*Based on total dollar volume in the resales market of single family homes and condominiums representing the home seller. **based on total dollar volume in the resales market of single family homes and condominiums representing the home buyer. †based on total number of unit transactions representing either the buyer or seller.