

# MONTHLY NEWSLETTER

**THE MORE DISCIPLINED YOU BECOME,  
THE EASIER LIFE GETS!**



**Aloha, Everyone!**

**We have many exciting news and updates to share with you.**

New, successful, motivated, and also a few very experienced agents and brokers are in the process of joining our RE/MAX Brokerage team, including Mr. Larry Hinkel, with decades of Real Estate and Management experience, who will join us as a Broker in Charge and in the BIC Mentor Position!

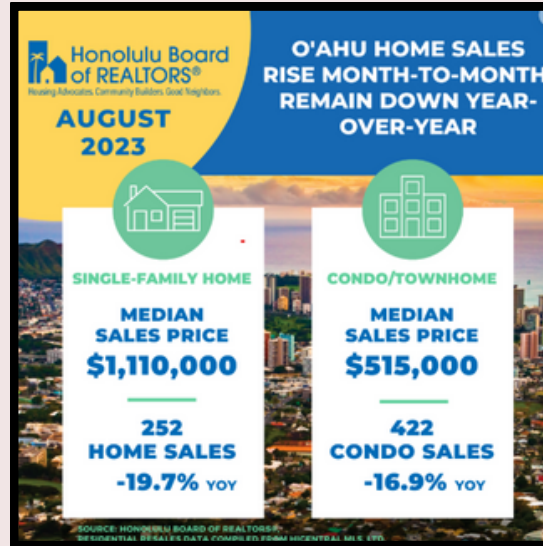
Please help me reach out and congratulate Sensei Phil, who was not only busy closing five transactions last month but also upgraded his License successfully, a compliance requirement for his soon-to-be-announced promotion.

We continue implementing improvements to our systems and procedures based on your feedback on our never-ending journey to improve. Our “in-house” services are dramatically expanding. The Department of Property Management includes hundreds of properties and property management accounts to be acquired as a part of the Merger and acquisition Process on Oahu and the Big Island.



The new and soon Agents co-owned In-house FIRST ALOHA TITLE & Escrow Company will be introducing our new designated “in-house” Escrow Officer, which will help us to provide better service to you and our clients also help all of us to finish up strong the last quarter of the 2023 Sales Production. We only have the last 4th quarter left on the 2023 books, let’s make it the best one ever! The time to add extra efforts with work ethics to your own business and sprint towards the end of the successful year of 2023 is now!

Aloha Everyone!



We are still facing some tough times. Both home and condo sales were down and the Hawaii real estate market was slow right now.

Good news is median prices for both homes and condos are still high since lack of inventory. Many people refinanced or purchased a house with the low interest rates and don't want to sell their homes right now. That created a shortage of inventory.

There were not many inventories but it is still a buyer's market. I see lots of listing price reductions.

Student loan payments have resumed and we have seen inflation everywhere. The future economic forecast is not too bright this year BUT there are still people who want to buy a house right now. Keep looking and provide them with the right information, connect them with lenders, educate them. That will lead you to the sales.

Good luck!



## LENDING UPDATE

### Winners Win!

Congratulations to Charlie, Sasha, Cheyenne, and Meggan for closings with my team in September!

We are in the midst of a continued rough run in mortgage rates. Although we temporarily averted a government shutdown, we are still 41 days away from the possibility resurfacing yet again. Additionally, the Federal Reserve stated that they may raise rates one more time this year. They do not cut their spending, they put purchases on credit cards. As credit utilization goes up disposable income goes down. As disposable income goes down, DTI's go higher and higher.

**Qualification:** The buyer must qualify on an FHA loan and have a credit score of 660 or above.

**How it works:** Buyer will have a primary loan at 96.5% of the purchase price. Although FHA loans have a 3.5% minimum downpayment, the investor will allow the buyer to carry the 3.5% as a second mortgage. The primary mortgage will be at the normal market rate. The second mortgage will be at 9.99% amortized over 30 years. Don't let that freak you out! The payment on that second mortgage would be about \$185 per month assuming a \$525K purchase price. BUT WAIT THERE'S MORE! The buyer can also get an additional 1.5% added to the second mortgage to cover closing costs. How much is closing cost on Oahu? About 1.5%!

**Summary:** THIS IS 100% FINANCING FOR NON-MILITARY WITH CLOSING COST INCLUDED !! No one else on the island has this program.

NOW, LET'S GO WIN!!

MAJOR SINGLETON  
MAJOR MONEY MATTERS



## SALES DEPARTMENT

Hey team,

Welcome to October where we are less than 90 days from wrapping up this year. I will be starting Alex Hormonzi \$100M leads program both with his text book and audio so that we can truly grasp HOW TO GET STRANGERS TO WANT TO BUY OR DEAL WITH US

This workshop will begin Tuesday October 10th and will be every MON, WED, FRI at 11am via zoom. I will open up a special link in the 10x site. I encourage each of you to pick up a copy of this book and join us

Also, if you aren't going to use the follow up boss leads provided system, please let me know so we can remove your account.

Congrats to Charlie last month for making cold calls and locking up a 700k plus listing . The \$\$ will always be in the follow up!

90 days to go team, TIME TO TURN UP THE HEAT AND FINISH THIS YEAR STRONG!



**ERIC STILES**  
Sales Manager

## ADMIN OFFICE

Aloha Team Happy October!

### Open House Signs:

We have 5 open house signs available to borrow.  
For more information please text (808)393-9966 or email [contact@alohahomesagents.com](mailto:contact@alohahomesagents.com)

### Commissions:

Also, please note that before submitting a payout, the DocuRoom for the property must be closed.

### Investment Statements:

Please note that a copy of your investment statement is attached in the email invoice you receive.

Thanks all! Let's keep up the amazing productivity!!



**TIFFANY**  
Office Admin Mngt



**Phillip Legare**  
Director of Agent  
Development

## PERSONAL DEVELOPMENT

Aloha Team,

We are now in the final quarter of the year. It's great that we are all doing so well, achieving our goals in real estate and enjoying the boons of our business. A word of advice about success.....

### ON WEALTH

Wealthy people don't use their money to show off.

Wealthy people use their money to become wealthier.

Never show off (it's douchey). Keep winning in private.

Most people don't want to see you winning anyway.

Real wealth is stealth. If you have to flaunt it... You don't really have it.

What should every real estate agent strive for when they start to enjoy financial success? Buy a home of course! As real estate agents we need to walk the talk. Otherwise, how can we ever hope to relate to our clients to own a home? Instead of a new Tesla, invest in yourself and start to build generational wealth with real estate.

Let's keep at it and push hard to the end of the year. There are still transactions to be made in these last few months and a pipeline to fill to start off the new year!

Ganbarimashoo!

## PROPERTY MANAGEMENT

The market is changing and your listing most likely isn't selling as fast as several months ago. Your sellers need to move asap and can't afford having their property just sitting on the market. Introduce them to Maria from our property management department. We are growing rapidly and have several plans to offer for our clients.

Call 808.393.9800 for a free rental analysis!

Also, we would love to work with you and your clients! If you have clients, friends, or family members who can't find the right place to rent, let me know! Maybe we have something for them! Our upcoming rental listings that are not on the MLS yet:

Also, check our website: <https://www.hawaiipropertymanagementteam.com/availability>.

**SASHA ELLUL**  
**(Property Management Expert)**

Aloha Everyone,

I hope everything is going well for you. Please have a quick check on the closing packet of documents before signing the closing checklist if you have close properties to ensure that everything that was marked there was indeed there. I can also assist you with entering incoming listings and uploading photos to MLS. Please let me know if you have any weekend open houses, I can assist you in requesting and advertising flyers.

Thank you so much!



**Noha Asterios**

(VA Support Team Manager)