



kw NORTHERN CALIFORNIA
HAWAII REGION
KELLERWILLIAMS REALTY

MONTHLY NEWSLETTER

MARCH 2026



**One Region.
One Mission.
Together,
We Move
Markets.**

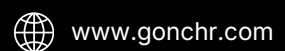
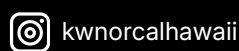
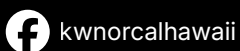


KW NORTHERN CALIFORNIA AND HAWAII REGION

Welcome to the heartbeat of our thriving real estate community! The KW Northern California and Hawaii Region Monthly Newsletter is your go-to source for staying in the loop on the latest happenings, recognizing outstanding achievements, and navigating the dynamic landscape of our real estate market.



CONNECT WITH US



kw *Where Entrepreneurs Thrive*



OUR MISSION

To build careers worth having, businesses worth owning, lives worth living, experiences worth giving, and legacies worth leaving.

OUR VISION

To be the real estate company of choice for agents and their customers.

OUR VALUES

God, Family, then Business

OUR PERSPECTIVE

A technology company that provides the real estate platform that our agents' buyers and sellers prefer. Keller Williams thinks like a top producer, acts like a trainer-consultant, and focuses all its activities on service, productivity, and profitability.

OUR BELIEFS

Win-Win: or no deal

Integrity: do the right thing

Customers: always come first

Commitment: in all things

Communication: seek first to understand

Creativity: ideas before results

Teamwork: together everyone achieves more

Trust: starts with honesty

Equity: opportunities for all **Success:** results through people



KELLER WILLIAMS NAMES JASON ABRAMS CHIEF INDUSTRY & STRATEGY OFFICER

Jason Abrams will be stepping into the role of Chief Industry and Strategy Officer!

With over 25 years of experience at KW, Jason has transitioned from a nationally ranked mega-agent and HGTV star to a powerhouse in real estate innovation. He will continue leading our global education and strategy, focusing on helping entrepreneurs build businesses that change lives.



kw

Jason Abrams

Chief Industry & Strategy Officer



TOP PERFORMERS

FEBRUARY 2026

CLOSED UNITS

TOP INDIVIDUAL/INDIVIDUAL TEAMS

#1 JULIE WYSS	LOS GATOS ESTATES
#2 SARA MIN ZHAO	OAKLAND
#3 RIDHI SAHNI	ROSEVILLE
#3 ANTHONY KOUTSOS	SAN FRANCISCO
#5 MAXWELL MANATT	PLEASANTON / LIVERMORE
#5 FION YAU REAL ESTATE GROUP	PENINSULA ESTATES
#5 JOELLE FONDALE	FOLSOM

TEAMS

#1 THE FICKERT TEAM	CHICO
#2 MAYUR DEMBLA TEAM	STOCKTON
#3 MARK ZHANG REALTY	CUPERTINO
#4 HOMES BY OFER	DANVILLE
#4 CALI HOMES GROUP	SILICON CITY
#4 FRANK SILVERIA TEAM	STOCKTON
#4 KW CA PREMIER TEAMERAGE TEAM	SACRAMENTO METRO
#4 CHICO CHARM	CHICO

GROUPS

#1 KULDA GROUP	PENINSULA ESTATES
#2 ELEVATE REALTY GROUP	ROSEVILLE
#2 KNOWLEDGE REAL ESTATE GROUP	ROSEVILLE
#2 THE KAL JOHAL TEAM	YUBA SUTTER
#5 MERIDIAN KEYSTONE REAL ESTATE GROUP	CUPERTINO
#5 SOPHIE SHEN REAL ESTATE TEAM	CUPERTINO
#5 BRITTANY ARMENTA TEAM	BRENTWOOD

A huge congratulations to our outstanding agents, teams, and groups who led the region in Closed Units for February 2026.

TOP PERFORMERS

FEBRUARY 2026

CLOSED VOLUME

TOP INDIVIDUAL/INDIVIDUAL TEAMS

#1 JULIE WYSS	LOS GATOS ESTATES
#2 SHIELA-MARIE VENTURA	SILICON CITY
#3 REGINA LIU	CUPERTINO
#4 GREG SIMPSON ESTATES	LOS GATOS ESTATES
#5 TEAM SHARON WANG	CUPERTINO

S

TEAMS

#1 SOSA AND CITORES TEAM	CUPERTINO
#2 MARK ZHANG REALTY	CUPERTINO
#3 HOMES BY OFER	DANVILLE
#4 SRINI GOLI	SILICON CITY
#5 GOWTHAMI LAKSHMAN TEAM	PLEASANTON / LIVERMORE

GROUPS

#1 WEN GUO REAL ESTATE GROUP	PENINSULA ESTATES
#2 THE BRASIL GROUP	CUPERTINO
#3 KULDA GROUP	PENINSULA ESTATES
#4 MERIDIAN KEYSTONE REAL ESTATE GROUP	CUPERTINO
#5 VKGRE GROUP	LOS GATOS ESTATES

A huge congratulations to our outstanding agents, teams, and groups who led the region in Closed Volume for February 2026.

TOP PERFORMERS

FEBRUARY 2026

LISTINGS TAKEN

TOP INDIVIDUAL/INDIVIDUAL TEAMS

#1 RYAN SCHELLER	SIERRA FOOTHILLS
#2 JULIE WYSS	LOS GATOS ESTATES
#2 ANTHONY KOUTSOS	SAN FRANCISCO
#4 THE AGUILERA REAL ESTATE TEAM	STOCKTON
#5 LUKE EDMONDSON	CHICO
#5 SHERRI WALKER	ROSEVILLE
#5 SOPHIE RISNER	VACA VALLEY
#5 JENNA J	CHICO
#5 THE CAUSEY GROUP	HONOLULU

TEAMS

#1 JINES REAL ESTATE GROUP	OAKLAND
#1 THE ULU TEAM	HONOLULU
#1 TEAM BEDI	PLEASANTON / LIVERMORE
#4 TEAM ELITE	SIERRA FOOTHILLS
#4 LINA YANG REAL ESTATE GROUP	PENINSULA ESTATES
#4 THE SEXTON'S	KW MERCED
#4 TANIGUCHI & ASSOCIATES	HONOLULU
#4 PATRICK WOODS GROUP	ROSEVILLE

GROUPS

#1 TEAM LALLY	HONOLULU
#2 THE RENEE WHITE TEAM	WALNUT CREEK
#3 KULDA GROUP	PENINSULA ESTATES
#4 COCO TAN TEAM	SJ SILICON VALLEY
#5 OWN REAL ESTATE	PENINSULA ESTATES
#5 THE GUNDERMAN GROUP	OAKLAND

A huge congratulations to our outstanding agents, teams, and groups who led the region in Listings Taken for February 2026.

NEW ASSOCIATES

FEBRUARY 2026

ALINA SIERT
ALIX DAVIS
ALLISON SILVA
ANGEL VALENCIA
ANGELO DUMA
ANNA PATENT
ANTHONY AU
ANTHONY PIEDRA
ANTONIO PALAFOX
ANUDARI ORGIL
ARK WISE
ASTRAEA TAY
AUTUMN KAHELANI SOARES
BREANDEN KIMBRIEL
CARLA FRUGE
CHRISTY RAY
CHRISTY SARABIA
CLAUDIA ZAMBRANO-PONCE
CLAYTON LEARY
CRISTY LOVE RAMIREZ
DANIEL COLE
DAVE BERNIER
DAVID NAK
DEANA SMITH
DEMITRIUS ANDERSON
DEWANA L. HALE
DRIFT NAU
DYLAN ANDERSON
DYLAN FUJIMOTO
GLENN STOOPS
HANNA DIEIEV
HEIDI THEODORE
HENRY WEBBER
ISAAH HU
JANE JIANG
JANIYAH ANDERSON
JARELIE CHAVEZ
JASWINDER KAUR
JERONIMO COELHO
JESSE PORRAS

JOAQUIN LEWIS III
JOCELYN GUTIERREZ
JOHN LACOME III
JOHNNY ZHANG
JONATHAN OLSEN
JULIE BARRAZA
KADERJAN ILGHAR
KAREN KLINE
KARL ZULPUKAR
KEVIN NGUYEN
KEVIN VIEIRA
KIRAN MOHAN RAJ
KONSTANTINOS SAKELLARIOUTHERIE KEY
KYOKO YAMADA
LEONARD RIVERA
LEONARD RIVERA
LOUIS HOLSTEIN
LUIS ORENSE
LYDIA OLSON
MADELINE FONG
MARIA DUMA
MARIA RUIZ
MARIAH BOGETTI
MATTHEW COLEMAN
MICHAEL NEFF
MIRIAM TORRES
MUSA TOSUN
NICK MILLSAP
NIKHIL VICTOR
NORMA SAHAGUN-RAYGOZA
PAMELA STEVER
PETER PARK
RAJESH KAPOOR
RAJVANSH MARTIN
RAMACHANDRA MADIRAJU
RANDA AMSSO
ROBERT MACHADO
ROSE HAGERTY
SALLY CARLUCCI
SAM SOLECKI

SAMANTHA FOURSHA
SAMANTHA ZHAO
SANGKEUN JUNG
SHANNA BLUML
SHWETA CHHABRA
STEPHANIE MARIE CAMACHO
STEPHANIE MENDEZ
SUKHRAJ BAINS
SUSAN HUANG
SWETA GOMES
TABITHA JOHNSTON
TASCHA GOMEZ
TRINA BAYONG
VANESSA ARAGON
VELMA MORGAN-JOHNSON
VIDYA RAVI
WOLFGANG LACHANCE
YIWEN WU

*We're thrilled to welcome our **newest Associate Partners** who joined the KW Northern California & Hawaii Region family in February 2026!*

ANNIVERSARIES

MARCH 2026

23
YEARS
ANNIVERSARY

kw DANVILLE
KELLERWILLIAMS. REALTY

21
YEARS
ANNIVERSARY

kw PREMIER
KELLERWILLIAMS.

21
YEARS
ANNIVERSARY

kw CENTRAL
VALLEY
KELLERWILLIAMS.
REALTY

kw

MEGA CAMP 2026

SAN ANTONIO, TX | AUGUST 17-20

Early Bird Tickets are Here!

~~\$1,199~~ \$849

Save \$350

Early Bird Pricing expires on 4/29 at 11:59 p.m. CT



KW ARTICLES

 the **twenty**center

THE DELEGATION MATRIX

Keller
AINK

THE GIFT OF THE PRESENT

KELLER WILLIAMS TAPS ZILLOW PREVIEW TO EXPAND EARLY LISTING EXPOSURE FOR AGENTS

KW ARTICLES



THE DELEGATION MATRIX

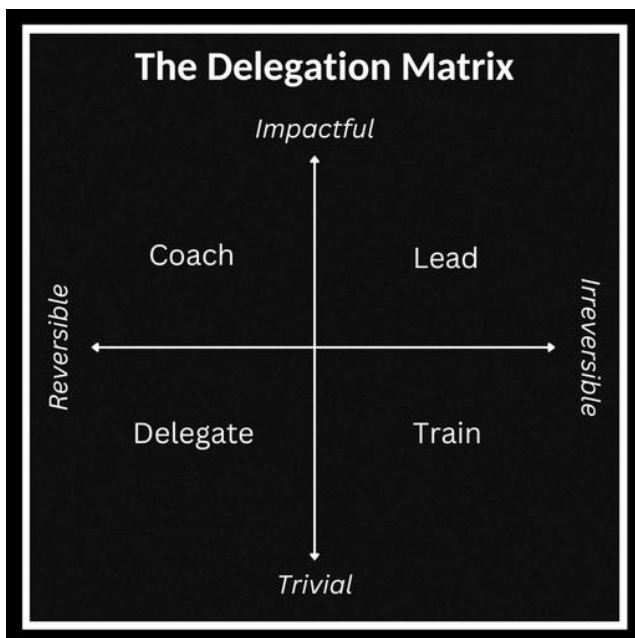
In my coaching, I see the same pattern over and over. A business owner builds a team, hires good people, and then can't figure out when to step in and when to step back. The result? They either hover over everything or hand off things they shouldn't.

Two simple questions can fix this:

1. Is this decision impactful or trivial?
2. Is this decision reversible or irreversible?

I was recently listening to a fantastic conversation between [Brené Brown](#) and [Adam Grant](#). What struck me was how much of the conversation mapped onto a question of when leaders should and shouldn't engage with their teams.

This led me to a framework I'm calling the Delegation Matrix. It plots every decision on two axes — impact and reversibility — and gives you four clear postures.



1. Lead — Impactful & Irreversible

These are one-way doors. Hiring a key leader. Signing a long-term lease. Choosing a market. Saying yes to a partnership that reshapes your business. You can't undo these, and they matter enormously. This is where the leader must be in the room, fully engaged.

2. Coach — Impactful & Reversible

The decision is significant, but the door swings both ways. You can course correct. A new marketing strategy. A pricing change. A restructured team workflow. Here, the temptation is to just do it yourself because it's important. Resist. This is where coaching pays the highest dividend. Let your people own it with your support.

3. Train — Trivial & Irreversible

These are the sneaky ones. No single instance feels like a big deal, but the consequences stick, and these errors are irreversible. It's how your team handles client complaints. How contracts get reviewed before signing. How data gets entered into your CRM. Individually, these feel routine. But get them wrong and the damage is done — a client lost, a legal exposure, dirty data you'll never clean up. You can't be in the room for these. So you build the system and train to the system. This is how good decisions get made without you at scale.

4. Delegate — Trivial & Reversible

This is the quadrant most leaders paradoxically hoard. Low stakes, easily undone, and yet somehow still on your plate. Scheduling. Formatting. Routine follow-ups. Ordering supplies. If it doesn't move the needle and it can be redone, it shouldn't require your attention. The inability to release trivial, reversible work is the number one reason leaders run out of time for the work that actually matters.

SCAN TO READ PREVIOUS
ARTICLE ISSUES



KW ARTICLES



THE GIFT OF THE PRESENT

Should we dwell on the past or worry about the future? The answer is neither. If you're looking to lower your stress, ease anxiety, improve your mood, and build resilience, you should focus on the present.

Build Present-Moment Awareness

We've all had times where we weren't being mindful of a present moment. You might be at a lovely picnic with your family but stressing about a big work meeting the next day. Or you could be curled up with your cat on the couch but running through the events of the last week in your head. When we are aware of the present, our lives can improve. According to psychologist and educator Dr. B Grace Bullock, [present-moment awareness](#) involves monitoring and attending to our current experiences. When we focus on the past and the future instead of now, we risk missing meaningful moments that make us happier and more attuned to our environment.

Part of being present also means being aware and engaged in one thing at a time. Instead of multi-tasking and thinking five steps ahead, presence means you are focused on what is happening inside you and around you without distraction.

When you're more present in your life, you can experience several benefits:

- You can respond rather than react. When you are attentive to how you feel, you can make more mindful decisions as opposed to simply reacting.
- You become more participatory in your own life and can more effectively face daily challenges.
- You also will ease anxiety and stress by overthinking less.

These benefits are backed up by [research](#) in the Journal of Research in Personality.

Stay Present, Even When It's Hard

It can be tempting to "check out" when we experience distress, but it's not actually what's best for us long-term. When we remain present, even in uncomfortable situations, we are better-equipped to manage anxiety more effectively and move through emotions in a [beneficial](#) way, according to the National Library of Medicine.

Everyone needs some help staying present when the world moves as fast as it does. There are a few things you can do to practice present-moment awareness:

1. Engage in some form of meditation or creative activity like breathwork, journaling, drawing, or listening to music.
2. Try grounding techniques, like [5-4-3-2-1](#), that tie you to your surroundings.
3. Immerse yourself in a physical activity like yoga (which often includes meditation) or walking in nature where you can remain centered and focused on the experience.

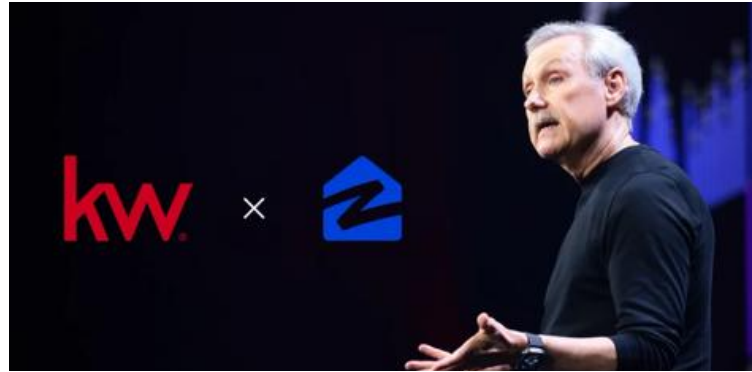
By practicing being present, you can engage in relationships on a deeper level, find peace in the challenging moments, and focus on the things that are important to you.



KW COMPANY NEWS

KELLER WILLIAMS TAPS ZILLOW PREVIEW TO EXPAND EARLY LISTING EXPOSURE FOR AGENTS

(MARCH 2026)



Collaboration introduces a new public pre-market phase designed to broaden listing visibility.

AUSTIN, TEXAS – March 17, 2026 - [Keller Williams Realty, LLC](#) (KW), the world's largest real estate franchise by agent count, today unveiled a collaboration with [Zillow](#) that will unlock access for KW-affiliated agents on a new public, pre-market phase of a listing called Zillow PreviewSM.

"We believe an open market serves consumers the best," said Gary Keller, executive chairman and co-founder, KW. "Sellers should have the opportunity to reach the broadest pool of potential buyers if they choose to do so, because broad exposure generally benefits the homeowner."

Announced today, Zillow Preview is a new way to publicly pre-market listings on [KW.com](#), [Zillow](#), and [Trulia](#) before they go active.

Reaching millions of buyers at the earliest stage of interest, the first Zillow Preview listings are expected to be live on KW and Zillow-affiliated sites and apps beginning next month.

"Sellers should always retain the right to set the parameters around how their home is marketed," said Keller. "Information, marketing plan, timing, showing rules, and offer management - those decisions belong to the homeowner."

"Our job as professionals is to fully disclose and explain the options and let the seller decide," said Keller.

An optional pre-marketing strategy, Zillow Preview access is unlocked at the KW-affiliated brokerage level, and agents and sellers determine whether it fits their listing strategy. Zillow Preview is structured to operate within local MLS frameworks, and agents are responsible for understanding and complying with their local MLS rules for any pre-marketing activity.

"When shared with a national consumer portal, these listings stop being surfaced just for agents and private networks and are now available to everyone," said Chris Czarnecki, CEO and president, KW.

"When sellers choose to market their property to the public before it officially hits the market, it can create energy and demand around their listing," said Czarnecki. "Over time, more sellers may expect their agents to use coming soon-type marketing to build that early momentum. That's why we chose to roll this out with Zillow, the most visited consumer housing search portal in the country."

During the Preview period, listings are publicly visible and receive priority placement in search and saved-home alerts, and feature KW-affiliated broker branding.

KW-affiliated agents also receive early engagement signals, such as views, saves, shares, and tour requests, to help inform pricing and marketing decisions before the listing goes fully live.

When a shopper selects "Contact Listing Agent," the KW-affiliated listing agent has the opportunity to connect. If a qualified Zillow Preview lead ultimately results in a transaction with one of Zillow's partner agents, the listing agent may receive a share of Zillow's revenue associated with that transaction.

"KW continues to lead with a commitment to both their affiliated agents and the consumers they serve," said Jeremy Wacksman, CEO, Zillow Group. "Through Zillow Preview, they're giving their affiliated agents the ability to bring listings to market sooner, build early momentum, and reach a broad audience — without limiting access along the way."



QLSUMMIT²⁰²⁶

June 4-6 | Austin, TX



In-Person Young Adult Ticket
(Ages 18-29)

\$529



REGISTER TODAY!



BRING GARY KELLER
TO YOUR MARKET CENTER

QLSUMMIT²⁰²⁶

WATCH PARTY PACK
JUNE 5 9AM-6PM CST



Watch Party Pack

\$500



REGISTER TODAY!

EXPERIENCE QUANTUM LEAP WITH GARY KELLER
LIVE, VIRTUALLY.

kw Communities

Connect with Your Community

Thursday, April 23

KW Inclusion & Belonging Fair Housing Summit

Leadership, Associates, Recruits

The KW Inclusion and Belonging Fair Housing Summit is a dedicated event designed to strengthen awareness, equity, and accountability in housing. This summit brings together leaders, agents, and industry experts to explore fair housing principles, address current challenges, and promote inclusive practices that uplift diverse communities.

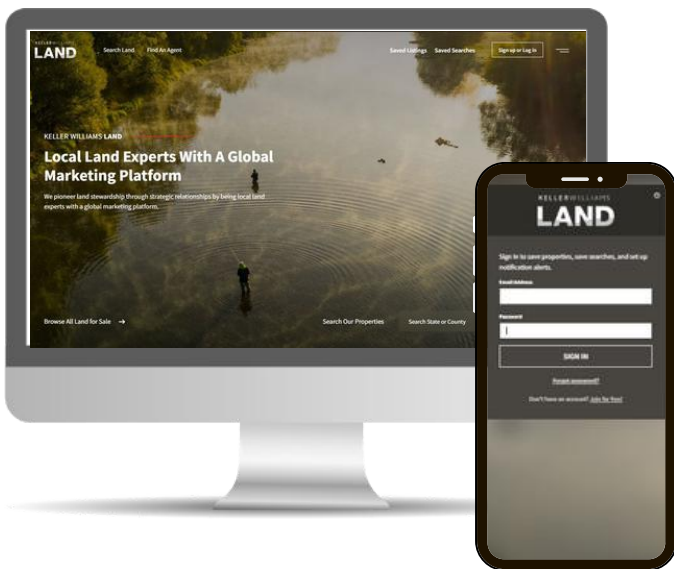


Agent Opportunities

KELLERWILLIAMS
LAND

As the rural property division of Keller Williams, KW Land offers exclusive training, access to industry-leading marketing material, discounts, and networking opportunities with national referral agents and leadership teams. Ready to make your mark in the Land arena? Visit kwland.com/join-kw-land today to become a member.

NEW KW LAND® WEBSITE



Discover the latest features and innovations by scanning the QR code below. Explore the convenience and tools available to enhance your land real estate experience.



“MAKE YOUR PASSION
A PART OF YOUR BUSINESS”

KELLER PODCAST NETWORK

Essential Conversations for Entrepreneurs

Keller Podcast Network features essential conversations for entrepreneurs in real estate and beyond. Listen in for compelling interviews with real estate luminaries, renowned business leaders, and influential change-makers.

Keller Podcast Network's ever-expanding programming focuses on personal accounts of starting out, overcoming setbacks, and making bold decisions – and the takeaways that can only come from experience. Join Keller Podcast Network show hosts for stories and insight that will change the way you see your life, your work, and your legacy.

THINK LIKE A CEO

Gary Keller went from aspiring rock musician to leader of one of the most innovative companies in real estate. Think Like A CEO weaves a narrative of the business and life lessons Gary learned along the way, from developing business strategies, to hiring the right people, to developing a celebrated culture that truly puts people first.

Tune in to hear this in-depth conversation with Gary Keller and Jay Papasan.

Think Big



VISIT THE HUB



Hosted by: Jason Abrams

TUNE IN AND LEVEL UP WITH THE MILLIONAIRE REAL ESTATE AGENT PODCAST



The #1 podcast for real estate agents, The Millionaire Real Estate Agent unlocks proven systems driving big profits and big lives in real estate and beyond.

Hosted by industry innovator Jason Abrams, each episode delivers practical, actionable tips straight from top-performing real estate agents to boost your performance and productivity. Whether you're looking to expand your lead generation tactics, build passive income, or level up your social media marketing, The Millionaire Real Estate Agent (MREA Podcast) empowers you to reach new heights in your business.

In addition to agent-driven insights, the podcast features thought leaders and entrepreneurs like Mel Robbins, Phil M. Jones, and Gary Keller, who share powerful lessons in mindset, communication, and personal development—helping you stay motivated, take bold action, and rise to the top of your field.

Created by Keller Williams Realty, LLC, the world's largest real estate franchise by agent count, MREA Podcast is a part of KW's agent-centric educational ecosystem, led by host Jason Abrams, Keller Williams' Head of Industry & Learning.

**SUBSCRIBE TO THE
MREA PODCAST
NEWSLETTER AND
RECEIVE EPISODE
NOTES WEEKLY!**



REGION *UPCOMING EVENTS*

Agent

Mastermind

and Awards Celebration

THURSDAY

April 9

10am - 4pm

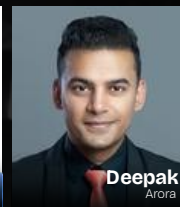
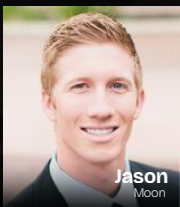
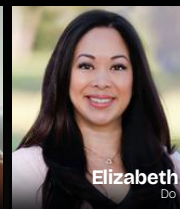
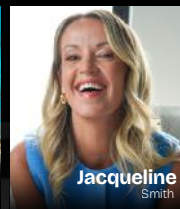
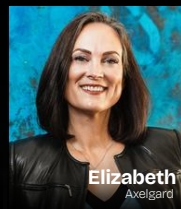
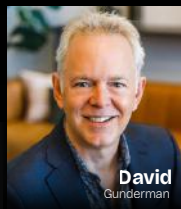
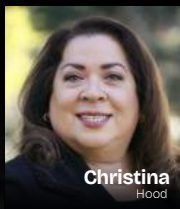
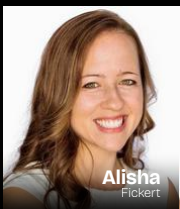
 Canyon View Event Center
680 Bolinger Canyon Way
San Ramon, CA 94582

Featured Speakers



Register
now!

\$30 | Lunch included



REGION *UPCOMING EVENTS*

ROOKIE REAL ESTATE AGENT WORKSHOP

**APRIL
22nd**

WEDNESDAY

12 PM - 2PM

In this Workshop, you'll learn how to:

- Adopt the mindset needed for success and start with confidence
- Build a six-figure business plan and manage finances
- Lead generation to connect with motivated buyers and sellers
- Navigate from agreement to contract-to-close and getting paid
- Work your database for predictable future income



ZACH
YOUNGER
REGIONAL TECH DIRECTOR



HERB
CATANIA
REGIONAL MCA

REGISTER
NOW



REGION *UPCOMING EVENTS*

 LANDVOICE

**THE #1 FASTEST WAY
TO TAKE LISTINGS
NOW**



SHAUN FARR
PRESIDENT, LANDVOICE

MAY 6TH, WEDNESDAY

12:00 PM PT

9:00 AM HT

JOIN VIA
zoom



CHRISTOPH MALZL
VP BUSINESS DEVELOPMENT, LANDVOICE

REGION *UPCOMING EVENTS*

AGENT FINANCIALS

FOCUS ON A BUSINESS THAT FUNDS YOUR BIG LIFE

with *Herb Catania*

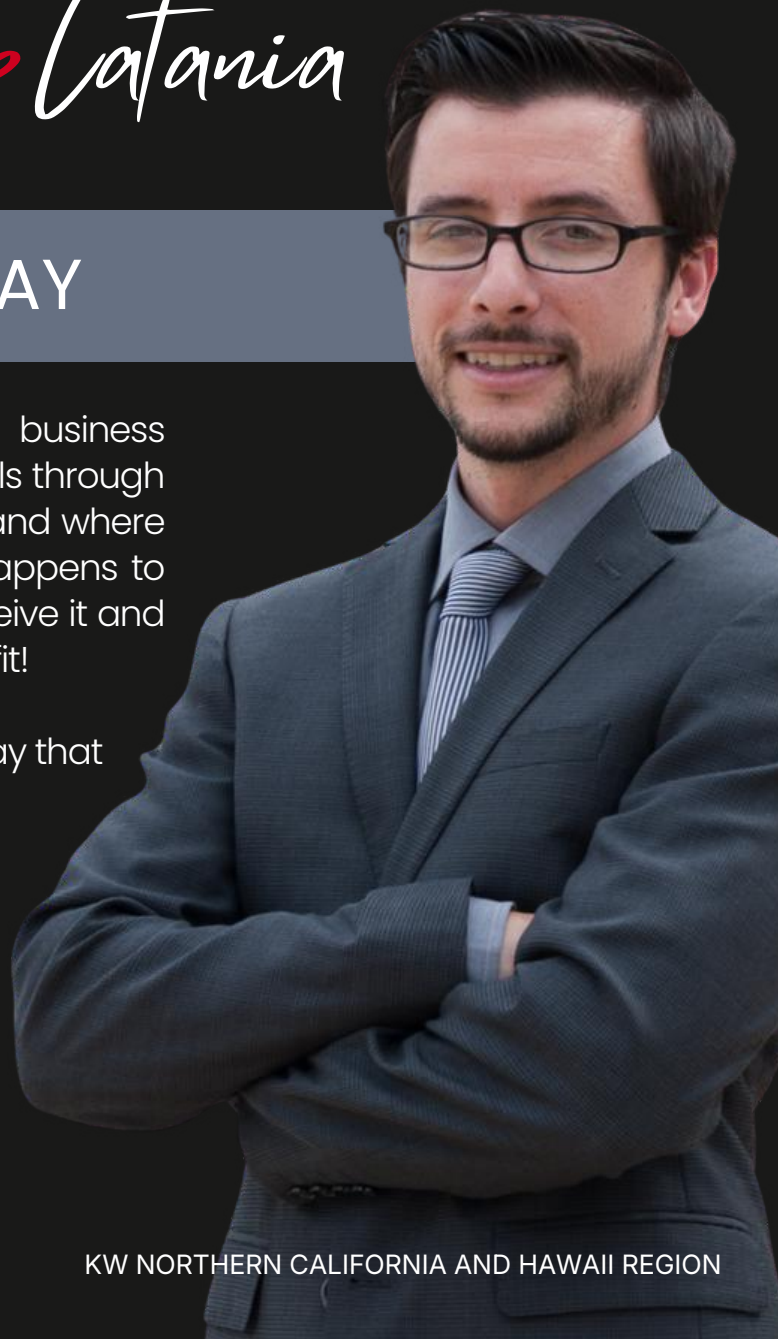
MAY 27 | WEDNESDAY

You are a real estate agent... and a business owner! Are you looking at your financials through the lens of a business owner? Understand where your money comes from and what happens to your money between the time you receive it and keep it. Become the master of your profit!

Plan your income and expenses in a way that takes you from yawn to yay!

SAVE THE DATE

More information coming soon!



APRIL 2026

kwMAPS
COACHING

FAST TRACK

April 1, 2026

Inside the Land Goldmine Playbook: Your Fast-Track to Hidden Profits

Land is one of the most underutilized opportunities in real estate today. This session will break down where the gaps are and how to begin positioning yourself to capture them.

Hosted by MAPS Coach Kristen Cronin and KW Land Division leaders Ben Clark & Jason Trosper

Register

kwMAPS TRAINING CALENDAR

April 2, 2026

The Talent Forge: How to Develop, Engage, and Retain Your Best People

Exclusive to KW® Leadership in MAPS Coaching

In this exclusive session, you'll learn the 5 stages of The Talent Forge and how to transform raw talent into high-performing, committed leaders.

Hosted by MAPS Coach Robin Lemon

Register

kwMAPS TRAINING CALENDAR

April 7, 2026

AI in Action: Tools You'll Actually Use

Exclusive to KW® Agents in MAPS Coaching

In this exclusive session, you'll learn how to implement practical AI tools into your daily workflow to save time, increase productivity, and eliminate low-value tasks. Walk away with simple, repeatable use cases you can apply immediately in your real estate business.

Hosted by Lauren Lucas

Register

kwMAPS TRAINING CALENDAR

April 9, 2026

DMs to Deals: Building a Real Sales Pipeline on Instagram

Exclusive to KW® Agents in MAPS Coaching

Transform your social presence into a predictable income stream by moving beyond likes and comments to build a consistent sales pipeline.

Hosted by Paul Brennesholtz & Elio Alanis

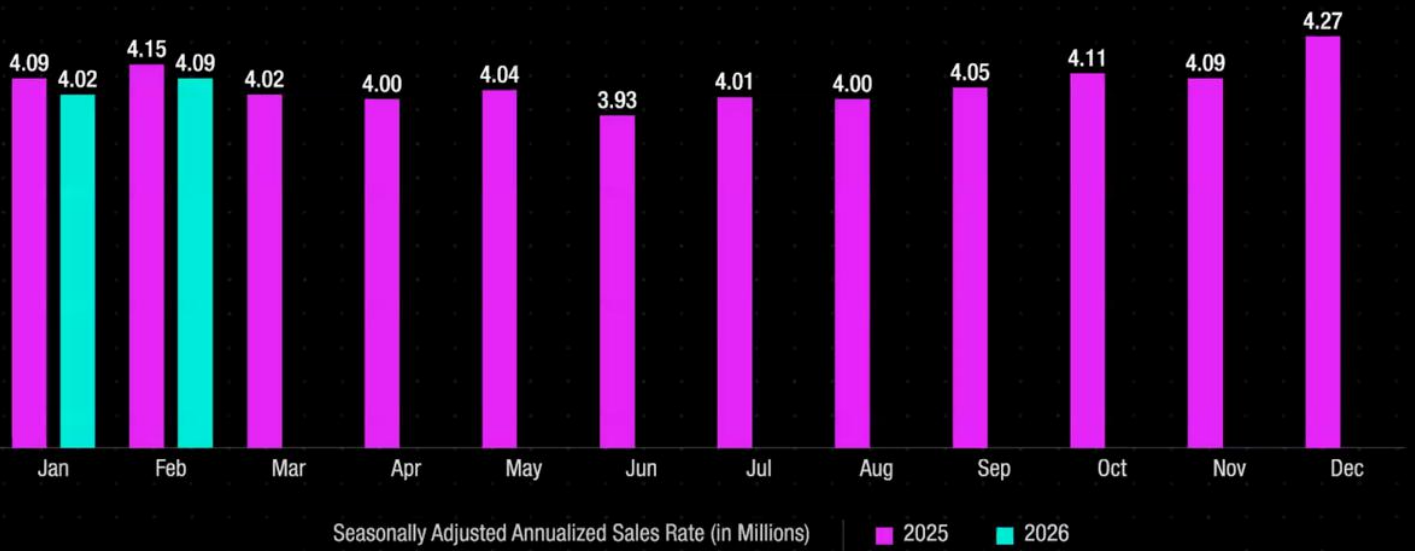
Register

STATE OF THE INDUSTRY

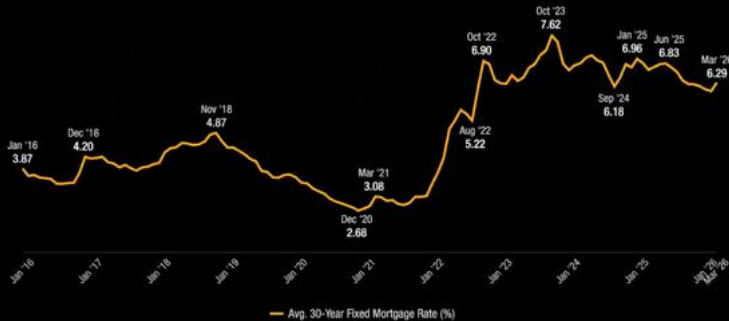


March 2026

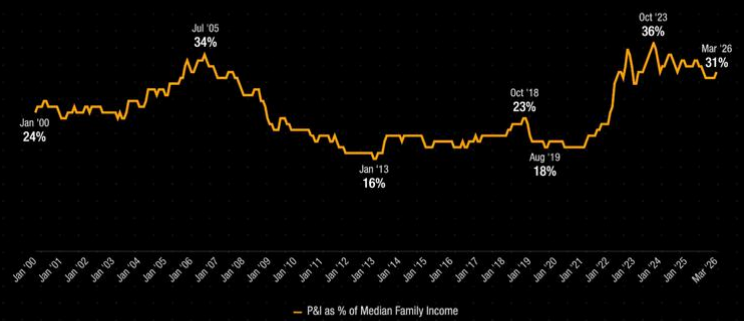
Home Sales - Monthly

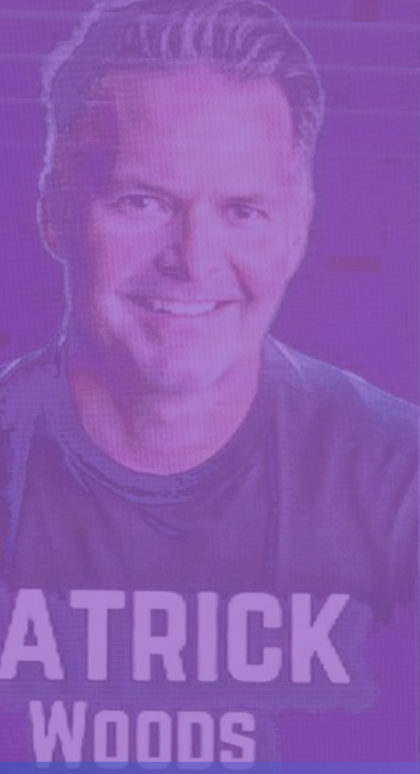


Mortgage Rates - Monthly



Affordability - Monthly





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MARKET STATS RESOURCES

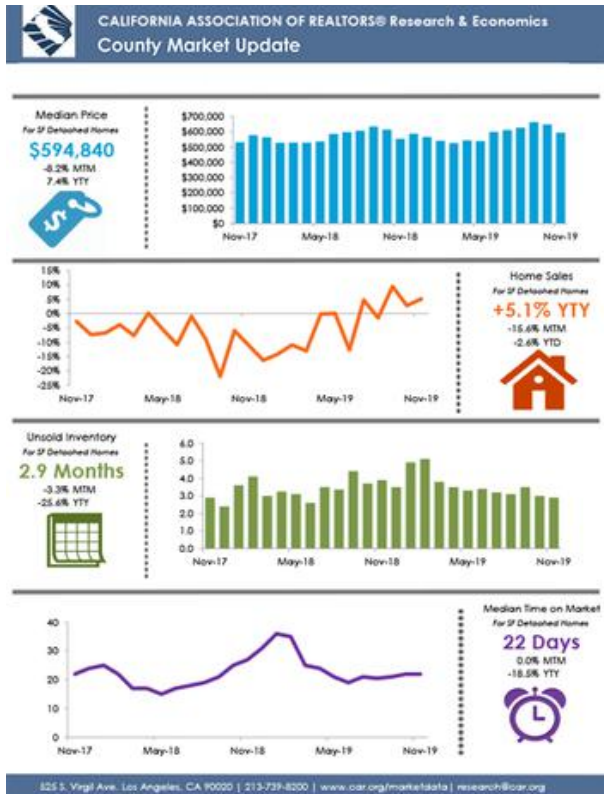


CURRENT SALES & PRICE STATISTICS

C.A.R.'s California & County Sales & Price Report for detached homes are generated from a survey of more than 90 associations of REALTORS® and MLSs throughout the state, representing 90 percent of the market.



[CLICK TO VIEW MARKET UPDATE](#)



February 2026 County Market Update reports

COUNTY MARKET UPDATES

C.A.R.'s County Market Updates is an all-in-one page with your county's housing trends at a glance.

These one-pager reports include the most recent snapshot as well as a two-year trend line for indicators like sales, median prices, inventory and median time on market by County. Use this information to establish yourself as the market expert with hard facts to explain current market conditions to your clients. Reports are updated by every third week of the month with the previous month's data.

[CLICK TO VIEW COUNTY MARKET UPDATES](#)



MARKET STATS RESOURCES



HAWAII STATEWIDE REAL ESTATE REPORT FEBRUARY 2026

MEDIAN SALE PRICE UP IN FEBRUARY

Hawaii State median sale price movement is up in February 2026, with the home price up 2% to \$1,080,000 and the condo price up 2% to \$550,000 from last year.

HOME AND CONDO SALES UP IN FEBRUARY

Hawaii State sales activity is up in February 2026, with home sales up 6% and condo sales up 1% from last year.

MARKET TIMES ARE UP IN FEBRUARY

Hawaii State market times are up in February 2026, with the home Days on Market up 17% to 42 and the condo Days on Market up 9% to 58 from last year.

SINGLE FAMILY HOMES	THIS MONTH FEBRUARY 2026	LAST MONTH JANUARY 2026	LAST YEAR FEBRUARY 2025
Median Sale Price	▲ \$1,080,000	\$1,010,000	\$1,057,500
Average Sale Price	▲ \$1,399,861	\$1,372,024	\$1,388,924
Homes Sold	▲ 385	423	364
Median Days on Market	▲ 42	43	36
Bid Ups	20%	23%	20%

CONDOMINIUMS	THIS MONTH FEBRUARY 2026	LAST MONTH JANUARY 2026	LAST YEAR FEBRUARY 2025
Median Sale Price	▲ \$550,000	\$560,000	\$540,000
Average Sale Price	▼ \$786,973	\$772,390	\$817,782
Condos Sold	▲ 408	395	405
Median Days on Market	▲ 58	58	53
Bid Ups	▼ 11%	8%	12%

MLS market data. Reimagined.

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With a shared mission of building lives worth living and businesses worth owning, our leaders bring decades of experience, deep local knowledge, and a passion for people to every conversation, training, and initiative.

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