



**kw** NORTHERN CALIFORNIA  
HAWAII REGION  
KELLERWILLIAMS REALTY

# MONTHLY NEWSLETTER

FEBRUARY 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.

RIGHTS AND INFORMED DECISIONS  
*aren't the same thing*

“  
That's why I believe it's time for our industry to raise the standard. I'm advocating for full disclosure. Real disclosure for sellers and buyers alike.  
**Not a pitch.  
Not a narrative.**  
A clear presentation of the pros and cons of the ways a property can be marketed and the ways a property can be found.”




**CELEBRATING**  
*Kai Williams & Carla Shaheed*

We are incredibly proud to celebrate two exceptional leaders from our industry who are making powerful waves in our industry and community.

A huge congratulations to Kai Williams on her installation as President of the Real Estate Association of Realtors in Alameda, CA, is also serving as Treasurer of the Solano County Association of Realtors, continuing to expand her impact across our region.

Joining her in leadership is Carla Shaheed, who has been installed as Vice President of the Real Estate Association of Realtors. Together, these powerhouse women are pioneering transparency, amplifying Black leadership in real estate, and paving the way for generational wealth and opportunity for the families they serve.

Kai's dedication, vision, and heart for service reflect what true leadership looks like. Steering multiple hats with grace and assistance, she continues to set the bar higher for all of us.




**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



RIGHTS AND INFORMED DECISIONS

*aren't the same thing*



“

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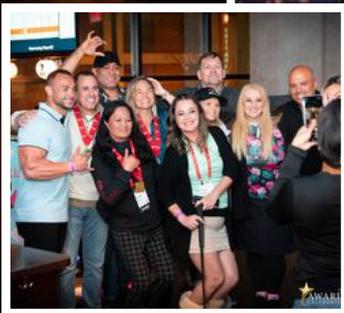
*Not a pitch.  
Not a narrative.*

A clear presentation of the pros and cons of the ways a property can be marketed and the ways a property can be found.

In an op-ed published exclusively by HousingWire, Gary Keller addresses the growing debate around public and private listing strategies and the responsibility to ensure consumers are fully informed.

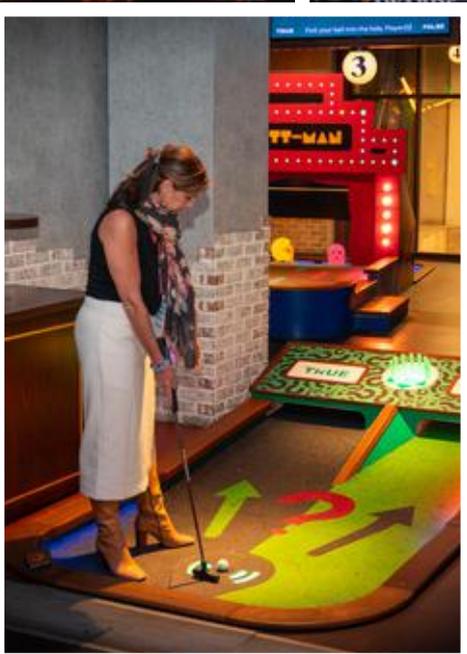
[READ THE FULL ARTICLE HERE](#)

# 2026 AWARDS CELEBRATION



KW Northern California and Hawaii Region  
Awards Celebration





Scan to grab your photos!



# TOP PERFORMERS

JANUARY 2026

## CLOSED UNITS

### TOP INDIVIDUAL/INDIVIDUAL TEAMS

#1 <b>TUAN NGUYEN</b>	SACRAMENTO METRO
#2 <b>AMY CAMPBELL</b>	CHICO
#2 <b>MARCUS RODRIGUEZ</b>	KW MERCED
#2 <b>DEBBIE AUSTIN</b>	ROSEVILLE
#2 <b>KAYLA WELDON</b>	SIERRA FOOTHILLS

### TEAMS

#1 <b>TANIGUCHI &amp; ASSOCIATES</b>	HONOLULU
#2 <b>JANET ANDERSON AND ASSOCIATES</b>	STOCKTON
#2 <b>KW CA PREMIER TEAMERAGE TEAM</b>	SACRAMENTO METRO
#4 <b>ARTIZAN COMMERCIAL ADVISORS</b>	OAKLAND
#4 <b>SYLVIA C TEAM</b>	LOS GATOS ESTATES
#4 <b>UNITED HOME GROUP</b>	HONOLULU
#4 <b>PENNELL AND ASSOCIATES</b>	HONOLULU
#4 <b>MILLER TEAM</b>	ELK GROVE
#4 <b>CALI HOMES GROUP</b>	SILICON CITY
#4 <b>CONNER PATRICK</b>	ROSEVILLE
#4 <b>BETTENCOURT REAL ESTATE GROUP</b>	SACRAMENTO METRO

### GROUPS

#1 <b>THE MORE REAL ESTATE GROUP</b>	FOLSOM
#2 <b>PARM ATWAL REAL ESTATE TEAM</b>	SACRAMENTO METRO
#3 <b>BRITTANY ARMENTA TEAM</b>	BRENTWOOD
#4 <b>DISEN CAI REAL ESTATE GROUP</b>	PENINSULA ESTATES
#4 <b>KNOWLEDGE REAL ESTATE GROUP</b>	ROSEVILLE

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

# TOP PERFORMERS

JANUARY 2026

## CLOSED VOLUME

### TOP INDIVIDUAL/INDIVIDUAL TEAMS

- |                         |                           |
|-------------------------|---------------------------|
| #1 SILICON VALLEY GROUP | FREMONT                   |
| #2 DEBBIE AUSTIN        | ROSEVILLE                 |
| #3 MEEKO LI             | SILICON CITY              |
| #4 MELISSA RITA HAUGH   | SAN JOSE - SILICON VALLEY |
| #5 CHRISTINE REISS      | PENINSULA ESTATES         |

### TEAMS

- |                           |                   |
|---------------------------|-------------------|
| #1 TANIGUCHI & ASSOCIATES | HONOLULU          |
| #2 CALVILLO TEAM          | LOS GATOS ESTATES |
| #3 GREG SIMPSON ESTATES   | LOS GATOS ESTATES |
| #4 UNITED HOME GROUP      | HONOLULU          |
| #5 CALI HOMES GROUP       | SILICON CITY      |

### GROUPS

- |                               |                        |
|-------------------------------|------------------------|
| #1 THE MORE REAL ESTATE GROUP | FOLSOM                 |
| #2 ALAN WANG REALTY GROUP     | SANTA CLARA VALLEY     |
| #3 THE ARSONDI GROUP          | PLEASANTON / LIVERMORE |
| #4 KIM-AN TRUONG TEAM         | SILICON CITY           |
| #5 THE DEBBIE SHARP GROUP     | PENINSULA ESTATES      |

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

# TOP PERFORMERS

JANUARY 2026

## LISTINGS TAKEN

### TOP INDIVIDUAL/INDIVIDUAL TEAMS

#1 SARA MIN ZHAO	OAKLAND
#1 ANTHONY KOUTSOS	SAN FRANCISCO
#1 MELISSA RITA HAUGH	SAN JOSE - SILICON VALLEY
#1 FION YAU REAL ESTATE GROUP	PENINSULA ESTATES
#1 BLAKE BERGESEN	WALNUT CREEK

### TEAMS

#1 THE FICKERT TEAM	CHICO
#1 LEILANI & PARTNERS	HONOLULU
#3 THE REICHERT GROUP	DANVILLE
#3 THE BEAM TEAM	YUBA SUTTER
#3 SALLING PROPERTIES, INC.	VACA VALLEY
#3 LARDIZABAL TEAM	STOCKTON
#3 THE PAM & STACY TEAM	SIERRA FOOTHILLS
#3 TEAM ELITE	SIERRA FOOTHILLS
#3 KW CA PREMIER TEAMERAGE TEAM	SACRAMENTO METRO
#3 SOUSOU TEAM	PLEASANTON / LIVERMORE
#3 THE FELICIANO GROUP	HONOLULU

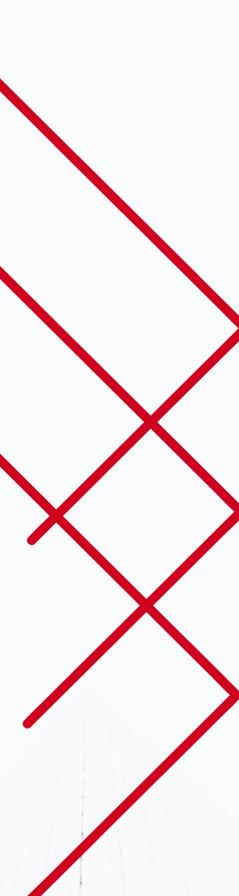
### GROUPS

#1 SOPHIE SHEN REAL ESTATE TEAM	CUPERTINO
#1 THE RENEE WHITE TEAM	WALNUT CREEK
#3 WEN GUO REAL ESTATE GROUP	PENINSULA ESTATES
#3 THE PRESCOTT COMPANY	PLEASANTON / LIVERMORE
#3 KNOWLEDGE REAL ESTATE GROUP	ROSEVILLE
#3 COCO TAN TEAM	SJ - SILICON VALLEY
#3 THE MORE REAL ESTATE GROUP	FOLSOM

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

# NEW ASSOCIATES

JANUARY 2026



ALEX ALEJO	JENNIFER JIANG	SAHITHI BANDARI
ALEXIA RODRIGUEZ	JERMAINE GOLZ	SALVADOR GOMEZ
AMIT SAWHNEY	JESSICA PARK	SARA GOLEC
ANDERSON CLARK	JOSEPH RIVERA	SARAH GLENISTER
ANDREA CLINTON	JULIA ROMERO PETER	SARAH MUSTAFA
ANGEL RALA	KAI HUANG	SARAH ZHAO
ANGELINA CRAIN	KARINA PARKER	SHANNON MARTIN
ANNIE YU	KARLA I. VASQUEZ	SHERRY JUNEJA
ANUP SONI	KATARINA KANTOR-HABIB	STEPHANIE CALLEJAS
ASH SETHI	KATHLEEN FRAWLEY	SUJIN CHON
ASHKON JADALI	KE HUANG	TIFFANY CHAN
ATHENA MCCARTHY	KENIA BERRUEDO	VAN XU
BRANDON CAESAR	KEVIN FELLER	VERNON RHYNE
CANDIE RAE FIELDS	KRISTEN CHONG	WEN TIAN
CARLOS HERRERA	KRISTINA GOLD	YING ZHANG
CATALINA TRUPP	KYLE CARRIERE	ZINAN ZHOU
CHRISTINE SONZA	LESLIE LANG	
CRISTIAN BARAJAS	LUCY YANG	
DAISY BRYCE	MADISON HUFFORD	
DAJA TERRY	MANEESH PAWAR	
DEANN DANO	MANI KADIR	
DEEPINDER SINGH	MANISH CHHABRA	
DEREK WAGLEY	MARIO ESPINOZA	
DIEGO ESTRADA	MEGAN AUER	
DOMONIQUE SHINAULT	MICHAEL BROWN	
DORIS CHEN	MOHAMMAD FALAKDAHI	
EIKO ARSENIAK	MONIQUE PERRY	
EMILY BAER	MORGAN DIBARTOLO	
ERIC JOHNSON	MUNA SABLA	
ERIC RILEY	NICHOLE MONTROUIL	
GAYATRI KHOSLA	NIDHI CHAWDA	
GRIFFIN WAGNER	NIGAAR Z. KHAN	
GURLEEN CHAHAL	OLIVIA SANDOVAL	
HARWINDER SINGH HEER	PAOLA PRUTEANU	
HEIDI CHOI	PEGGY WAGNER	
HERMAN ROBERTSON	RACHEL VALENTINE	
JACOB DAROSA	RAMESH NAIR	
JAMES POTTS	RIYA SHARMA	
JANE BENDICK	ROBERT MYREN	
JAY SINGH GELLON	S.CARLA VARGAS	

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

# ANNIVERSARIES

FEBRUARY 2026

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24  
YEARS  
ANNIVERSARY

**kw** SILICON  
VALLEY  
KELLERWILLIAMS.

FEB 1  
2026

20  
YEARS  
ANNIVERSARY

**kw** WINE COUNTRY  
KELLERWILLIAMS. REALTY

FEB 1  
2026

# KW ARTICLES

 the**twenty**center

 Keller  
**A**INK

## **KELLER WILLIAMS OPENS COMMAND® TO POWER AGENT CHOICE AND BEST-IN-CLASS INTEGRATIONS**

# KW ARTICLES



## MARCO POLO

A surprising favorite from my 2025 reading stack was [Everything Is Tuberculosis](#) by John Green. But this isn't about tuberculosis. It's about striving and waiting. Late in the book, Green shares his experience writing the novel [The Fault in Our Stars](#). He wrote:

*When you write a novel, you are alone in it. I wrote that book alone, sitting in airports and coffee shops and lying in bed. But when writing, there is always for me a hope that one day I will not be alone. Not in this work and not in this world.*

It is a bit like that old children's pool game, Marco Polo, where one person closes their eyes and swims around the pool trying to tag someone else.

"Marco," the person with eyes closed says, as the other pool goers have to answer, "polo."

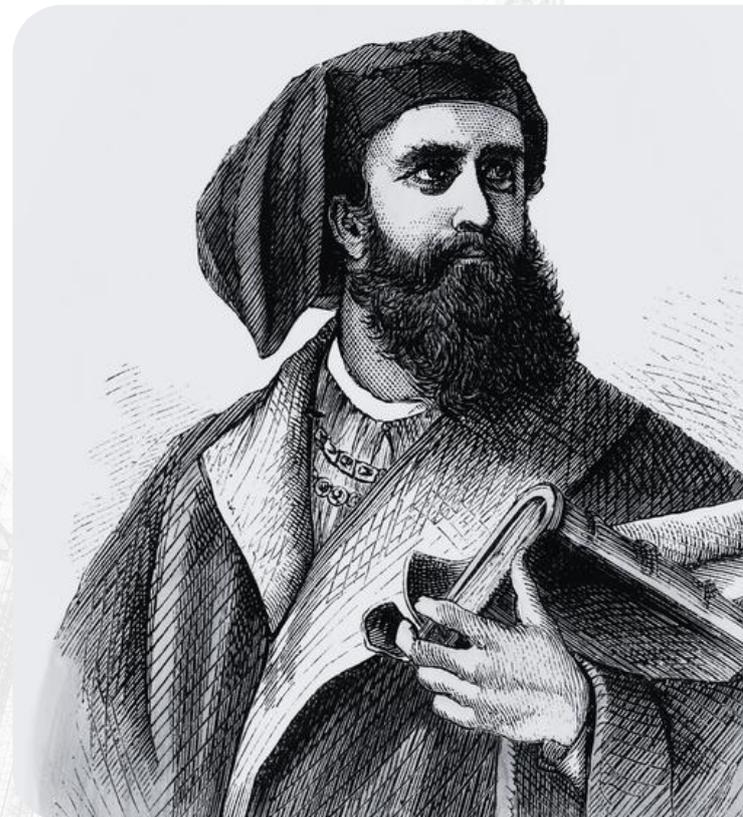
"Marco. Marco. Marco. Marco," cries one kid, and the others reply, "Polo. Polo. Polo."

Writing is like that for me, like I'm typing "Marco. Marco. Marco." for years. And then finally the work is finished, and someone reads it and says, "Polo."

As a result, many abandon their work. Others short-circuit it by rushing. They look for shortcuts, silver bullets, and magic tactics. In my experience, the work is the work. It must be done. All the "overnight successes" did the work, often out of sight, maybe tinkering in a garage, or toiling at their laptop long after the world went to bed. If you look closely, you'll almost always find that breakthroughs were preceded by 8 to 12 years of building.

The first truth is that you're not behind. You're doing exactly what you need to do. The early labor has meaning. You're laying a foundation. Even the mistakes and mishaps play an important role in guiding us to the answer.

The second truth is you're not alone. You may not hear "Polo" yet. But everywhere around you founders, creators, and leaders are shouting "Marco" into the void. If you listen, you will hear them. If you hear them, you can support and encourage them. And they will support and encourage you.



**SCAN TO READ PREVIOUS  
ARTICLE ISSUES**



# KW ARTICLES



## REFRAMING IMPOSTER SYNDROME

We've all experienced Imposter Syndrome. It's the voice in our head telling us we don't know what we're doing, that we don't belong, or that others are better than us. If we listen to it, we can let self-doubt take over and struggle to move forward when faced with a difficult task. Like, writing this blog right now. I have FEELINGS. How can I possibly make this a unique perspective, keep it professional AND provide actionable insights? Well, I can reframe my thoughts in a more productive way. I'm getting out of my comfort zone, and isn't that the goal?

### Recognize Your Value

You're not brand new on this Earth; you know a lot. You probably know enough about real estate to be considered an expert. You know how to have a conversation with a client about your value proposition. So, why does someone who is so great still feel like an imposter that will be unmasked like a Scooby-Doo villain at any given moment?

Research shows that women, minorities and those with certain personality types (i.e., perfectionists, highly skilled people and/or experts) are disproportionately impacted by imposter syndrome. If you fall into one (or more!) of these categories, we have some tips to help tackle your inner-saboteur.

### 1. Give credit where credit is due

If you are your own boss, it can be hard to keep track of your accomplishments in the rush of getting it all done. Without a weekly 411 with a manager to track your work, some wins can be forgotten. Don't let this happen! Create a note in your phone and keep a running list of wins so you can go back and read them when times are rough. When you get a nice review or a thank you note from a client, screenshot it and save it in an album on your phone for those days when you need a reminder of the value you bring. We all have bad days, but having a "smile file" can turn it right around. Plus, you can hold a 411 with yourself. Trust us, it helps.



### 2. Shift your thinking

When trying something new or tackling a difficult challenge, it's easy to fall into the trap of thinking we're just not good enough. Instead of thinking what's making you uncomfortable is because of something you lack, try instead to think of it as being uncomfortable because it is new. Think of yourself as a pioneer, forging new paths. If it helps, imagine you're a literal turn-of-the-century explorer in uncharted territory. Pioneers and explorers are celebrated for their courage and bravery, so why shouldn't you be as well? It takes strength to forgo a traditional paycheck and run your own business or grow your skillset to meet the demands of a challenging market. Look at you, blazing your own trail!

### 3. Ask for feedback

There is always room for improvement, but we won't objectively know where we can improve without asking for feedback. This can look like asking clients for online reviews, or fellow agents for insight on your elevator pitch, even approaching the MREAs in your network for advice. The more you seek to improve, the more comfortable you will feel.

### 4. Accept the compliment!

Take a moment to pause and reflect on the last time you received a compliment. Maybe someone told you they appreciated your willingness to show them ONE more house, or they liked your outfit that day. Don't deflect these kind words, accept them! Say thank you and add that compliment to your "smile file" for the next time you feel down about yourself. Work hard to internalize that feeling of self-worth. Now, go forth and believe in your inner pioneer!

# KW ARTICLES

## KELLER WILLIAMS OPENS COMMAND® TO POWER AGENT CHOICE AND BEST-IN-CLASS INTEGRATIONS

(FEBRUARY 2026)

Keller Williams Realty, LLC (KW), the world's largest real estate franchise by agent count, today unveiled an expanded, integration-ready vision of Command®, a smart CRM plus platform, to give real estate entrepreneurs greater flexibility and choice across lead generation, listing marketing, and business automation (leverage).

"At KW, we are laser-focused on providing our affiliated agents and market centers every advantage to maximize their opportunity set," said Chris Czarnecki, CEO and President, KW.

"By prioritizing AI-driven integrations and strategic data and software relationships, we're empowering agents to unify their trusted tools into a single, intelligent ecosystem, so they can move faster, work smarter, and compete at the highest level," said Czarnecki.

Backed by Stone Point Capital (SPC) and powered by newly launched collaborations with Lone Wolf Technologies and Cotality, KW is bringing new solutions to its affiliated agents and market centers at scale.

KW's Command is built around the agent-centric framework: Leads, Listings, and Leverage, a model first articulated by Gary Keller, KW's executive chairman, in The Millionaire Real Estate Agent.

- Smarter lead generation, enriching contact data to ensure database contact records are complete. Key new API-based lead-generation integrations reduce friction as leads flow into Command via integrated pathways. Platform integrations include Facebook, Instagram, Spacio, Inc., and Fello.
- Listings that build brands, enabling agents to turn visibility into opportunity through marketing and content workflows. Top AI API-based integrations for listing marketing workflows include Canva, Rejig.ai, and Lone Wolf Technologies' CloudCMA.
- Leverage through business automation to streamline follow-up and marketing so the platform works as hard as the agent does. The most recent API-based integrations for business process automation include AI-driven RemyAI, Google Gemini, and BrokerBot.

"We expect 2026 to be a breakout year for further Command integrations," said Chris Cox, Chief Technology and Digital Officer, KW. "We're just getting started, and this is the first wave. Our open ecosystem is attracting top technology companies who want to scale quickly and deliver real value to agents."

This momentum follows Command's inclusion in HousingWire's 2026 Tech100, reinforcing KW's leadership in delivering technology that drives real, measurable agent outcomes.

Through KW Labs, KW's innovation hub, the franchise works with high-performing agents and market center stakeholders to test, validate, and refine technology in real-world production environments.

Solutions that reach critical mass drive broader platform collaboration through Command Launchpad™, a development hub where developers can build secure integrations with KW. In turn, KW-affiliated agents activate third-party software via the KW MarketPlace, an app store for Command.

# CELEBRATING

## *Kai Williams & Carla Shaheed*

We are incredibly proud to celebrate two exceptional leaders from KW Vacaville who are making powerful waves in our industry and community.

A huge congratulations to Kai Williams on her installation as President of the Realist Association of Realtors. In addition, Kai is also serving as Treasurer of the Solano County Association of Realtors, continuing to expand her impact across our region.

Joining her in leadership is Carla Shaheed, who has been installed as Vice President of the Realist Association of Realtors. Together, these powerhouse women are elevating standards, amplifying Black leadership in real estate, and paving the way for generational wealth and opportunity for the families they serve.

Kai's dedication, vision, and heart for service reflect what true leadership looks like. Wearing multiple hats with grace and excellence, she continues to set the bar higher for all of us.

At Keller Williams Northern California & Hawaii Region, we are honored to stand beside leaders who are building legacies, strengthening our communities, and representing our culture of excellence at the highest level.

Please join us in congratulating Kai and Carla on these remarkable achievements. The future is brighter because of leaders like you.





# 2026 FAMILY REUNION



# Special Thank You: Eli Galindo

Our FR2026 FOMO Captain

Behind the scenes.  
On the front lines.  
Everywhere, the action was  
happening.

Eli, thank you for capturing the  
moments that mattered most, the  
energy, the celebration, the  
connection, and the culture that  
make our region unforgettable.

Because of you:

- Our wins were documented
- Our leaders were spotlighted
- Our memories were amplified
- And our people felt seen



Your commitment to showcasing the heartbeat of the KW Northern  
California & Hawaii Region does not go unnoticed. You help us relive  
the magic long after the lights go down.

We are grateful for your leadership, your creativity, and your relentless  
dedication to telling our region's story.

# KW TECH CORNER

## TECH TALK LIVE

WITH ZACH YOUNGER

MARCH 4 | 2PM PT

Monthly on the first Wednesday

REGISTER  
HERE



## GET TRAINING & SUPPORT

Get the technical training and support you need to bring unprecedented efficiency and success to your real estate business.

## GET TRAINED BY A KWU TECH EXPERT

Tap into learning through KW Connect, where you'll find our library of on-demand courses available through KW University and taught by KWU Tech experts. When it comes to KW Command, our KWU Tech Team has helped thousands of agents experience success with the most powerful software platform in real estate.

- Courses for all skill levels (including live, in-person training)
- Tailored to your business needs
- Made to work with your schedule
- Designed to fit your budget

**GET TRAINING  
SUPPORT**



Market Center

# BEAT THE ALGORITHM

DOMINATE YOUR LOCAL MARKET THROUGH SOCIAL MEDIA

WITH RACHEL ADAMS LEE

The algorithm changed & you don't want to get left behind. Learn the latest **updates**, how to **grow your following**, get maximum **engagement** & earn those **referrals**! Let's crack the code & help you build your community on social media.



**MARCH 19TH AT  
1-3PM PST**





**April 9th**

# **AGENT MASTERMIND**

**AND AWARDS CELEBRATION** 



**SAVE THE DATE!**

More details coming soon



## 2025 Regional Leaderboard

<b>CA</b> 1 Carolinas \$394,146	<b>PE</b> 6 Pennsylvania - Greater \$172,245
<b>NO</b> 2 Northwest \$203,586	<b>NE</b> 7 New York-Tri State \$161,218
<b>SO</b> 3 Southeast \$195,850	<b>CA</b> 8 California-Northern and Hawaii \$133,395
<b>FL</b> 4 Florida-North \$187,850	<b>HE</b> 9 Heartland - Greater \$133,048
<b>NE</b> 5 New England \$179,766	<b>OH</b> 10 Ohio Valley \$128,523

## Top 10 Market Centers in Total Transactional Giving Dollars

<b>MY</b> 1 Myrtle Beach South \$53,630	<b>HI</b> 6 Hilton Head Island \$24,277
<b>RE</b> 2 Reston/Herndon \$28,587	<b>PO</b> 7 Portsmouth \$22,147
<b>BA</b> 3 Ballantyne Area \$28,095	<b>WA</b> 8 Walnut Creek \$21,632
<b>LA</b> 4 Lake Norman - Mooresville \$27,045	<b>GR</b> 9 Greater Des Moines \$21,460
<b>CE</b> 5 Cedar Rapids \$25,075	<b>WI</b> 10 Wilmington \$21,064

# 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*

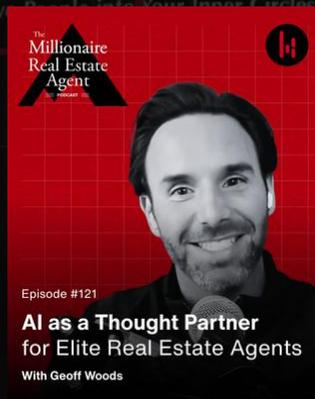


**VISIT THE HUB**



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!**



## MARCH 2026



**March 5 @ 11 AM CT**

### **What the Best Will Do Next: Family Reunion Takeaways for MAPS Level Agents**

Open to all KW® Agents

Top agents don't just attend Family Reunion, they implement. Join one of our fabulous MAPS Coaches, as they break down the most impactful strategies, models, and trends from Family Reunion.

Hosted by MAPS Coach Kyle Evans

[Register](#)



**March 11 @ 12:30 PM CT**

### **Team Leader by Referral: Attracting Talent Through Value**

Exclusive to KW® Leadership in MAPS Coaching

The most effective Team Leaders don't recruit by chasing — they attract by adding value. In this session, you'll learn how to generate referrals and grow your Market Center.

Hosted by MAPS Coach Jessica Fox Wimmer

[Register](#)



**March 12 @ 11 AM CT**

### **From Open Houses to Closed Deals: Turning Foot Traffic into Clients**

Exclusive to KW® Agents in MAPS Coaching

Open houses shouldn't just fill time on your calendar; they should fill your pipeline. In this session, you'll learn proven systems and conversation frameworks, to convert casual visitors into qualified leads.

Hosted by MAPS Coach Sarah Detmore

[Register](#)



**March 17 @ 1 PM CT**

### **Family Reunion Recap: The Must-Know Takeaways for Market Centers**

Open to all KW® Agents

Join a MAPS Coach to unpack the most impactful insights and strategies shared at Family Reunion and translate them into practical actions for their MC.

Hosted by MAPS Coach Lesley Jackson

[Register](#)

# MARKET STATS RESOURCES

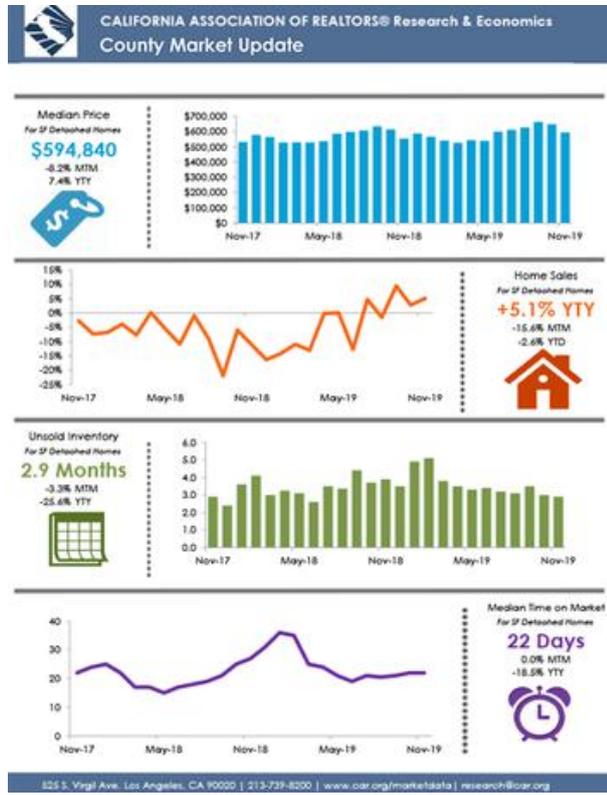


## CURRENT SALES & PRICE STATISTICS

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](#)



January 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 JANUARY 2026

### MEDIAN SALE PRICE DOWN IN JANUARY

Hawaii State median sale price movement is down in January 2026, with the home price down -1% to \$1,007,500 and the condo price down -3% to \$567,500 from last year.

### HOME AND CONDO SALES DOWN IN JANUARY

Hawaii State sales activity is down in January 2026, with home sales down -4% and condo sales down -6% from last year.

### MARKET TIMES ARE UP IN JANUARY

Hawaii State market times are up in January 2026, with the home Days on Market up 19% to 43 and the condo Days on Market up 22% to 56 from last year.

SINGLE FAMILY HOMES	THIS MONTH JANUARY 2026	LAST MONTH DECEMBER 2025	LAST YEAR JANUARY 2025
Median Sale Price	▼ \$1,007,500	\$999,500	\$1,020,000
Average Sale Price	▲ \$1,371,078	\$1,279,091	\$1,280,446
Homes Sold	▼ 424	560	442
Median Days on Market	▲ 43	34	36
Bid Ups	▲ 23%	22%	19%

CONDOMINIUMS	THIS MONTH JANUARY 2026	LAST MONTH DECEMBER 2025	LAST YEAR JANUARY 2025
Median Sale Price	▼ \$567,500	\$539,000	\$585,000
Average Sale Price	▼ \$772,931	\$809,839	\$807,115
Condos Sold	▼ 396	514	422
Median Days on Market	▲ 56	53	46
Bid Ups	▼ 8%	10%	11%

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## Contact Zachary Lenoir for Pricing Info:

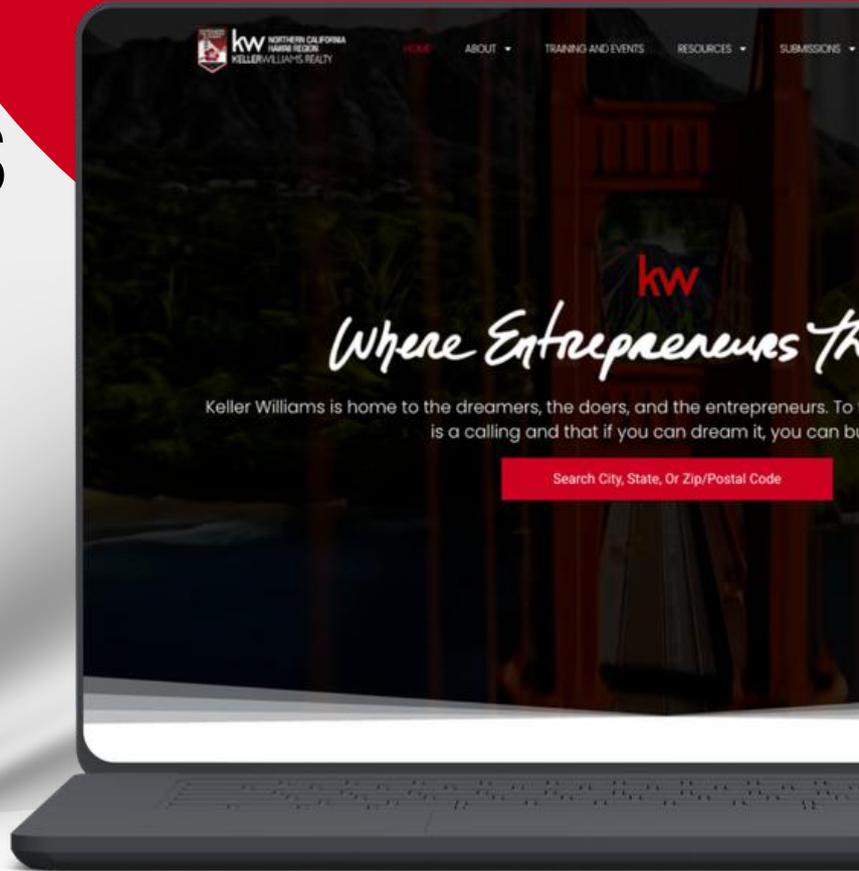
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# REGIONAL RESOURCES



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