



Kauai Board of REALTORS®

4359 Kukui Grove Street #103

Lihue, HI 96766

Phone: 808.245.4049

Fax: 808.246.0409

E-mail: kbr@kauaiboard.com

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Aloha Kauai Board of REALTORS® Membership,

As your Board President, it is an honor serving nearly 600 members of the Kauai Board of REALTORS®. As we all know, the first quarter numbers look strong. Property Managers, Leasing Agents, Sales Agents and Vacation Rental Agents all reported a very strong start to the year; however, as of early March, numbers across the board are expected to see significant downward adjustment.

NAR states the coronavirus pandemic continues to impact the real estate industry. Everything, from brokerage operations to how listings are being marketed and the ability to close transactions, is requiring REALTORS® to adapt to these extraordinary circumstances. The National Association of REALTORS® (NAR) understands that these unprecedented circumstances are impacting members' ability to conduct their businesses. It is paramount to NAR that its members have the ability to navigate these uncertain times.

Here at the Kauai Board of REALTORS®, we are continuing to do business - just under different circumstances like most everyone, following the guidelines prescribed by the government and CDC.

We encourage you to do the same during this unique world health event. It is not business as usual, but we all should be available to assist our clients and the public in any way we can via email or phone. We've built our reputation as an association and as members on making ourselves available to solve issues related to our clients and the public real estate needs and we'll gladly play a role if they have a question or need help.

We urge our membership to think of ways to help those in need during this challenging time. There are charities working to provide aid to our neighbors; we support them and hope everyone will find ways to do the same. Also, now more than ever, we need to support local businesses, to help alleviate the shortfalls they are sure to experience. If you are in a financial position to do so, try to pre-pay for a needed service, anticipated expense or product.

Finally, do not panic, stay informed, and use your best judgment. The situation is rapidly changing, so focus on putting policies and procedures in place to keep your employees informed, safe, and to avoid business disruption. Encourage your associates to take their continuing education online, and in that, consider Hawaii Information Service as an excellent option: <https://www.hawaiiinformation.com/products-services/education/>.

Remain safe, calm, support your family and community and use the resources offered in this newsletter. Working together with compassion, our community will get through this crisis, and emerge stronger.

Mahalo Nui Loa,

*Julian A. Coiner*

*President  
Kauai Board of REALTORS® Board of Directors*