



VIRTUAL AGENT FORUM

2026 Real Estate Updates You Can't Afford to Miss

Suzanne Young, HBR CEO



State Legislative Update

LEGISLATIVE RECAP



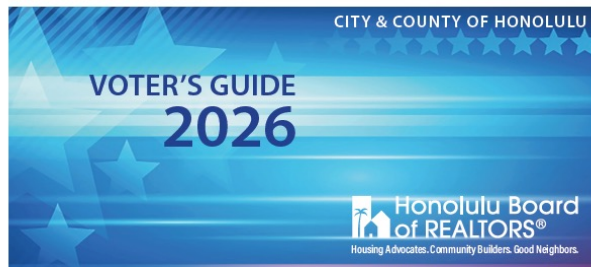
HAR ADVOCACY

- **169 TESTIMONY**

- **MEMBERS FROM ACROSS THE STATE**



Elections: Make an Informed Vote



Each election year, the Honolulu Board of REALTORS® asks candidates for county races key questions about issues important to our members and the real estate industry.

Candidates who want to receive campaign contributions from the REALTORS® Political Action Committee (RPAC) are evaluated on their responses to these questions, as well as other evaluation criteria, such as electability, viability, political influence, and demonstrated leadership.

This year, Primary Elections will be held for Honolulu City Council Districts 2, 4, 6, and 8. This Voter's Guide will help you get to know your candidates for county offices. It will also help our members tell us who you believe has earned the support of RPAC.

Please share this guide with family, friends, and clients and remember to ask for clarification from any candidate whose answer seems unclear.

Elections will be done by mail-in ballot.

CANDIDATES

DISTRICT 2: Waialeale, Village Park, Royal Kunia, Launani Valley, Waihawa, Whitmore Village, Mokulele, Waialae, Haleiwa, Waimea, Pōpōkea, Sunset Beach, Waialeale, Kahuku, Lāie, Hau'ula, Punalu'u, Kahana, Ka'a'awa, Kualoa, Waihole, and Kaha'u

• **Matt Weyer**

DISTRICT 4: Hawai'i Kai, Kuli'ou'ou, Niu Valley, Aina Haina, Wailupe, Wai'alea Iki, Kalani Valley, Kāhala, Wilhemina Rise, Kaimuki, Kapahulu, Diamond Head, and Waikiki

• **Tara Malia Gregory**
• **Jason Liang***
• **Trevor Ozawa**
• **Tommy Waters**

DISTRICT 6: Portions of Kaka'ako, Downtown Honolulu, Punchbowl, Papakōlea, Pāhoa Valley, Nu'uano, Wilei, Liliha, Aiea Heights, Kalihi and Kalihi Valley

• **Tyler Dos Santos-Tam**
• **Corey Monihara**

DISTRICT 8: Portions of Aiea, Waimalu, Newtown, Pearl City, Seaview, Crestview, Waipio Gentry, Koa Ridge, Mililani Town, and Mililani Mauka

• **Val Okimoto**

*Candidate did not respond

PRIMARY ELECTION - SATURDAY, AUGUST 8

REAL PROPERTY TAX



Real Property Tax policy affects affordability, buyer behavior, and the City's fiscal stability. What principles, such as equity, predictability, economic impact, or housing outcomes, would guide your approach to setting rates and classifications for owner-occupants, long-term rentals, and investment properties?

I introduced Bill 45 (2024) to increase the low income tax credit, which caps Real Property Tax payments to 3% of a household's income. I support increasing this amount to 100% AMI. In lieu of increasing the tax credit, I also introduced Bill 34 (2023), which would have increased the homeowner occupant exemption to \$250,000 (\$300,000 for seniors). I have voted in support of all legislation that has increased the homeowner occupant exemption and low income tax credit during my time on the Council. I support the creation of a long-term rental classification (ex. 6 months rented) to afford a lower tax rate for those utilizing their home for housing, understanding that Res A may have a direct impact on rent costs and should be contemplated in tax reform.

SHORT-TERM RENTALS



Given recent legal challenges, enforcement limitations, and the growing need for mid-term rentals to support local residents (e.g., during renovations or emergency displacement), should the City revisit its short-term rental regulations - including minimum rental periods, zoning, or enforcement tools? Why or why not?

I think it is reasonable to revisit the 90-day minimum given the shown need for rentals (ex. displaced due to disaster; domestic violence victims; those transitioning due to work and more). I support a Short-Term Rental tax rate that is fair, which is why I opposed the initial larger jump proposed. I also kept it within its current classification when amending the version of the empty-homes tax moving through the Council, understanding that STRs were already subject to a higher rate.

SHORELINE



With sea-level and shoreline changes occurring, how should the city balance shoreline adaptation strategies (e.g., setbacks, managed retreat, infrastructure relocation) with the rights and expectations of private property owners?

The City is subject to State requirements regarding coastal projects. With that in mind, managed retreat must contemplate the ability of individuals to modify and rebuild homes already in place. It must also contemplate reasonable actions, such as shoreline nourishment and restoration, where appropriate. Any legal taking must comply with constitutional requirements, including fair compensation.

CANDIDATE PROFILES - DISTRICT 4



DISTRICT 4 - Hawai'i Kai, Kuli'ou'ou, Niu Valley, Aina Haina, Wailupe, Wai'alea Iki, Kalani Valley, Kāhala, Wilhemina Rise, Kaimuki, Kapahulu, Diamond Head, and Waikiki



Tara Malia Gregory

YEARS LIVED IN DISTRICT: From SoCal to living on the Ala Wai 2013, Kapahulu 2014; moved to Texas in 2016; back home 2023 to Aina Haina & currently reside in Maunaloa/Hawai'i Kai

CURRENT POSITION/OCCUPATION: Business Owner

PREVIOUS PUBLIC OFFICES/APPOINTMENTS HELD: East Honolulu Regional Vice Chair and District 18 Chair, HRP (2025)

CURRENT & PREVIOUS COMMUNITY, CIVIC OR POLITICAL INVOLVEMENT: Advocate for Health, Fitness & Nutrition Programs in Hawai'i, UH CTAHR Cancer Remission Program focused on women of Indigenous Filipina & Hawaiian Descent, Advocate for Parental Rights & Protection of Keiki, At the forefront of Voter Integrity in Hawai'i, Emergency Preparedness Point Person for East Honolulu (mobilize with King's Oahu, New Hope Hawai'i Kai, The House Established, and Inside Outreach), Nation of Hawai'i Ahupua'a Restoration.



Trevor Ozawa

YEARS LIVED IN DISTRICT: Lifelong resident, 43 years (aside from going away for college and law school)

CURRENT POSITION/OCCUPATION: Attorney (Real Estate and Business)

PREVIOUS PUBLIC OFFICES/APPOINTMENTS HELD:

Honolulu City Council, Councilmember (District 4), January 2, 2015 to January 2, 2019; Chair, Committee on Zoning and Planning; Chair, Committee on Budget

CURRENT & PREVIOUS COMMUNITY, CIVIC OR POLITICAL INVOLVEMENT:

Current: Washington Place Foundation, Board Member; youth sports coach, basketball and soccer; Outrigger Canoe Club, men's paddling team member; longtime East Honolulu community volunteer

Previous: Japanese Cultural Center of Hawai'i, Board of Governors; Diamond Head Theatre, Community Board; Kapiolani Park Trust, Chairman; Waikiki Business Improvement District, Board member; Waikiki Beach Special Improvement District, Board member



Tommy Waters

YEARS LIVED IN DISTRICT: 35

CURRENT POSITION/OCCUPATION: Honolulu City Council Chair & Councilmember District IV

PREVIOUS PUBLIC OFFICES/APPOINTMENTS HELD:

Hawai'i State House of Representatives - District 51

CURRENT & PREVIOUS COMMUNITY, CIVIC OR POLITICAL INVOLVEMENT: Chaired the Judiciary and Higher Education Committees and served as Majority Whip. In 2019, elected to the Honolulu City Council and became Council Chair in 2020.



NAR Advocacy Update



21st Century ROAD to Housing Act is now law.

- 
- Research
 - Coalition Building
 - ✓ Congressional Advocacy Engagement
 - REALTOR® Mobilization
 - Senate Passage
 - House Passage



One of the most significant bipartisan housing packages since the Housing and Economic Recovery Act (HERA) of 2008.

*Largest housing bill in decades
became law on July 11*

- 21 months of sustained lobbying by NAR and REALTORS® from every state
- Bipartisan package addresses housing shortage through nearly 50 housing measures



21st Century ROAD to Housing Act



21 MONTHS OF ADVOCACY

How NAR Helped Move the
21st Century ROAD to
Housing Act Forward

From federal advocacy,
research, and coalition
building to congressional
approval.



One of the most significant
bipartisan housing packages
in years.

Key impacts enable you to help more people achieve homeownership:

- Boosts housing supply
- Cuts construction red tape
- Expands affordable housing options
- Improves access to mortgage credit
- Support for veterans

What's next?

- Increase capital gains tax



Phishing Scam Targeting Agents



Spot these signs:

- "Prospective buyers" interested in your listing **request an online meeting**
- Interacts via **short, vague emails/texts, not over phone calls**
- **Insist you use their "meeting link"**
 - Link will open a *"required Zoom software update"* message that is actually malware.

Best practices:

- Never click unsolicited links
- Verify contacts before engaging -- *use Forewarn*



Sign Up For Free Forewarn Account



SAFER SHOWINGS SMARTER ENGAGEMENTS

Now Available ... **FREE FOREWARN REALTOR® Safety Benefit**
for all Members of Hawai'i REALTORS®!

Courtesy via partnership with HAR, HBR, RAM, WHAR, HIR and KBR

Know your prospect... *in seconds*



Reverse incoming call to verify prospect
(name, phone, and address)



Instantly search for criminal history
(criminal records)



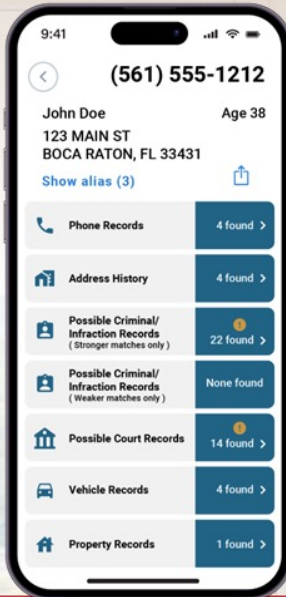
Verify financial risks
(bankruptcies, liens, judgments, and foreclosures)



Verify current assets
(properties and vehicles)



Activate
free
account >

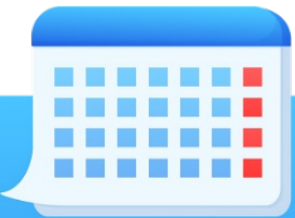


KNOW BEFORE YOU SHOW!!





Mark Your Calendar



UPCOMING
EVENTS

Friday, Aug. 14 | 9:30 a.m.

PB/BIC Roundtable - Virtual

Monday, Oct. 5 | 1:00 p.m.

Agent Forum - Ala Moana Hotel

