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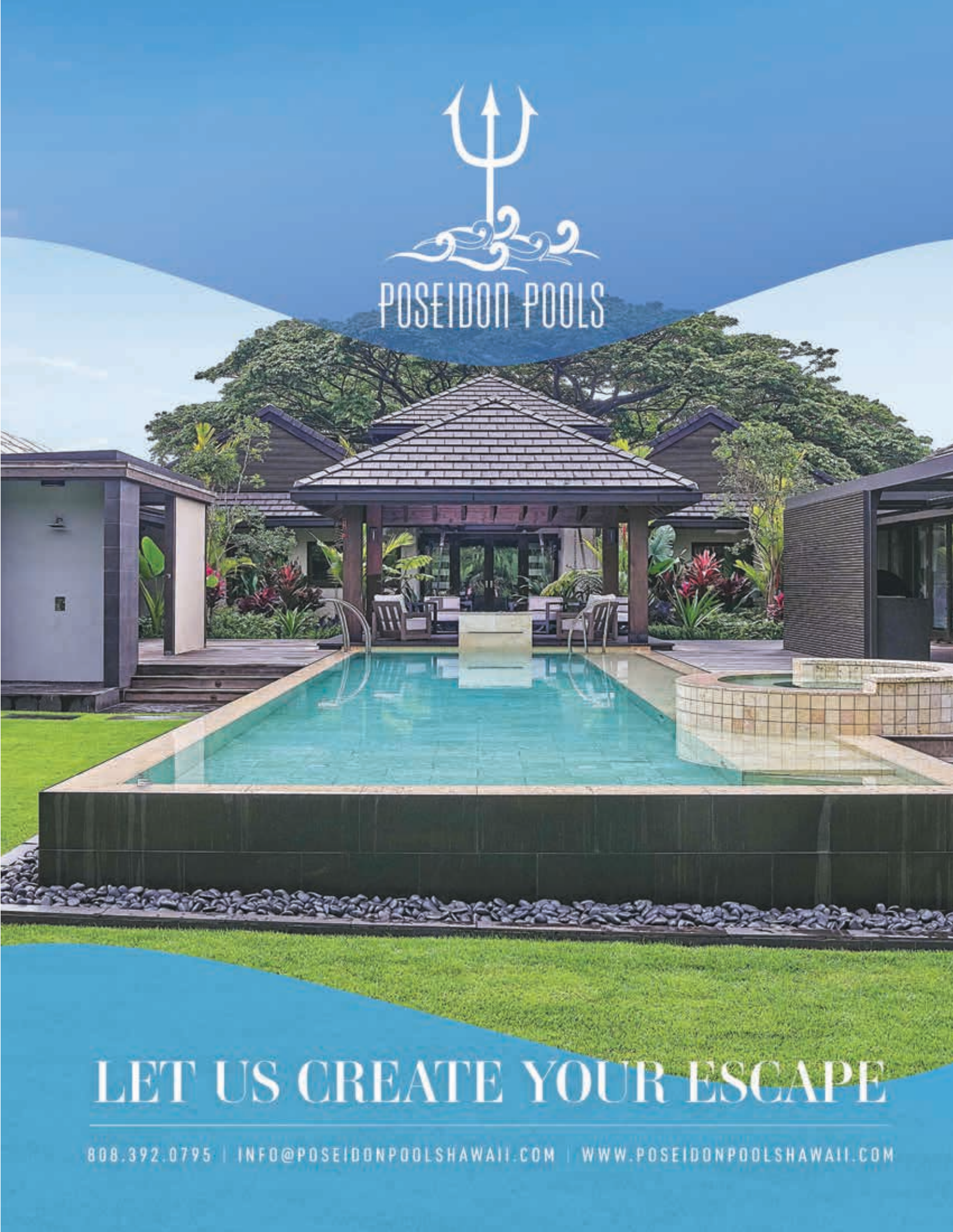
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INVESTORS WITH PROPERTY TO EXCHANGE

A typical 1031 exchange involving the eventual investment into a DST has three basic steps:

01

Exchanger sells property, known as the relinquished property, and proceeds are escrowed with a Qualified Intermediary (QI)

02

Qualified Intermediary, through a written agreement with the investor, transfers funds for purchase of replacement property

03

Exchanger receives beneficial interest in a DST

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Top Producer Courtney Williams

★★★★★

Jesse and his team did an amazing job assisting me with my VA mortgage. As a Realtor and former loan officer, I've seen it all, and Jesse stands out among the best in the business. Buying a new construction, Jesse was able to do what the builders preferred lender could not. I'll definitely continue to use and recommend Jesse.

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JOE HAROSKY

★★★★★

Working with Jesse as my lender was an absolute pleasure! From the get-go, Jesse's responsiveness and deep knowledge of the lending process truly set him apart. He guided me through every step with patience and clarity, ensuring I understood each aspect thoroughly. Jesse's dedication to his clients is evident in his quick responses to any questions or concerns I had, making the entire experience seamless and stress-free. I highly recommend Jesse to anyone seeking a lender who not only gets the job done efficiently but also goes above and beyond to deliver exceptional service. Thank you, Jesse, for your outstanding support and expertise!

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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Chris@RealProducersMag.com.

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Welcome to the visual realm of Dusk & Dawn Photography, where every snapshot is a testament to the compelling narratives of life. I am Lexi Brown, the creative eye behind the lens. Amidst the breathtaking landscapes of Hawaii, my photographic journey is dedicated to family, maternity, lifestyle, and boudoir sessions. It's about much more than just capturing images - it's about immortalizing moments with a signature style that's as unique as the stories I tell.

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JENNIFER HAOLE'S

JOURNEY IN REAL ESTATE

Meet Jennifer Haole, a Realtor Salesperson at EXP Realty, who has managed to turn her passion for helping others into a thriving career in real estate. With a background as a middle and high school teacher, Jennifer's transition into real estate was driven by her desire to better serve her family and friends, as well as her goal to achieve a more flexible schedule. "I became a Realtor to serve my family and friends and help them achieve their dreams of homeownership here in Hawaii," Jennifer shares.

Jennifer's journey into real estate began in January 2017 while she was still teaching. Balancing both jobs, she would teach and coach all day, then switch to real estate at night and on weekends. By June 2017, she had fully transitioned into her new career. This decision, influenced by the birth of her third child, allowed her to focus on what mattered most to her: her family. "I wanted to be present for my children and support my husband," she explains.

Originally from Oahu, specifically Ewa Villages, Jennifer's upbringing played a significant role in shaping her entrepreneurial spirit. "My parents were a HUGE influence on me! They were very old-school and strict, very frugal with their money, never excessive. I had to work hard for everything I had," she recalls. Her parents' values of hard work, service, and frugality are principles she still carries with her today.



Jennifer is part of the Kawaguchi Group, a team of 18 individuals led by the generous and supportive Tony Kawaguchi. She highlights the team's unique culture, stating, "We have an incredible team morale, always encouraging each other. We genuinely like each other and always look out for the best interests of our teammates." The team offers extensive coaching and training opportunities, both in-person and virtual, ensuring that its members have the support they need to succeed.

One of the most rewarding aspects of Jennifer's real estate career is the ability to be present with her family. "I do not take this for granted – being able to work from home, take my kids to and from school, attend all their practices and games, and coach their teams," she says. Her dedication to her family is evident in her goal to own



Jennifer's educational background includes a Bachelor's Degree in Social Studies Education and a Master's Degree in Curriculum and Instruction with a Minor in Special Education. Her experiences in teaching and coaching have equipped her with valuable skills that she applies in her real estate career. Likewise, "Playing high school and college sports taught me grit, perseverance, hard work, and unwavering character," she says.

In the last three years with EXP Realty, Jennifer has produced over \$63,969,307 in sales volume, with her total volume for last year alone reaching an impressive \$24,438,025.99. Despite her busy schedule, she remains an active member of the National Association of REALTORS® and has earned the title of Top Producer for the Kawaguchi Group for the past three years. Additionally, Jennifer is a Military Relocation Professional and a CrossFit Level 1 Coach.

one property for each of her children, ensuring they have the opportunity to stay in Hawaii. Currently, Jennifer and her husband own three homes on Oahu, with plans to acquire more. Jennifer's journey hasn't been without its challenges. Setting boundaries and overcoming her tendency to be a workaholic have been significant hurdles. "I made the decision a few years back to NOT work on weekends, unless absolutely necessary," she shares. Learning to delegate tasks and trust her teammates has also been crucial in maintaining a balance between work and family life.



Jennifer's passion for educating others about homeownership drives her business. She emphasizes the importance of being genuine and loving others, advice she offers to up-and-coming realtors. "This is a people-business, so if you hate people, or just don't like people – find another career!" she advises.

Outside of real estate, Jennifer enjoys coaching CrossFit, leading worship at church, and spending time with her husband, Keoni, and their children, Kaia, Kailea, Kaimana, and newborn baby Kainalu. The family enjoys watching movies together, going out to eat on the weekends, and spending time with family and friends at their beautiful Hoopili home.



**“
I BECAME A REALTOR TO SERVE
MY FAMILY AND FRIENDS AND
HELP THEM ACHIEVE THEIR
DREAMS OF HOMEOWNERSHIP
HERE IN HAWAII.**



Jennifer supports Harbor Church West Oahu and the KELII Foundation, a special needs organization founded by her mother-in-law. Her faith plays a significant role in her life, guiding her generosity and philanthropic efforts. "I believe that every good and perfect gift comes from above," she says, quoting James 1:17.

In closing, Jennifer's advice to others is to always have a servant's heart and mindset. "There is so much more to life than real estate," she reflects. Her journey serves as a testament to the power of faith, family, and hard work in achieving success and fulfillment in both personal and professional life.



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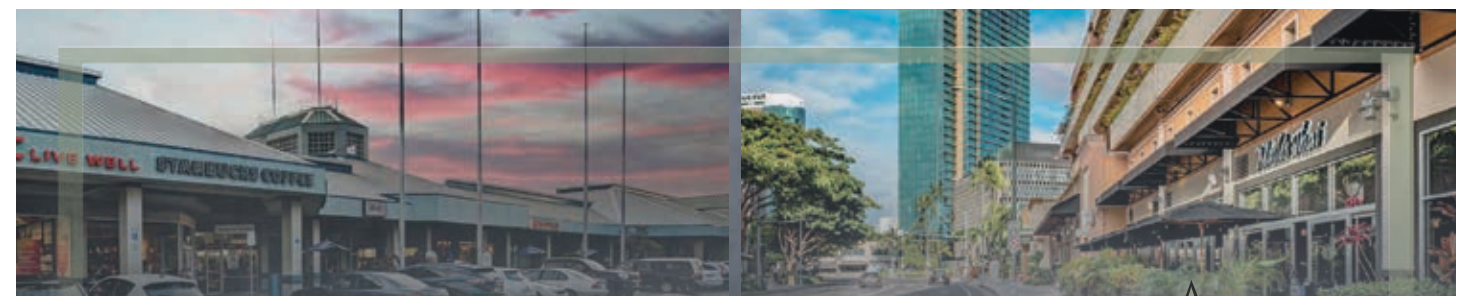
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Written by Chris Menezes
Photography by Slava Slavik

DR. DAVID YEW

with Aesthetics Hawaii:

Merging Art and Science for True Transformation

At the heart of Aesthetics Hawaii lies a deep commitment to helping people look and feel their best—inside and out. With a focus on enhancing natural beauty, their logo perfectly captures the spirit of the business. Featuring an orchid, butterfly, and lotus, each symbol represents elements of caring, growth, and transformation—philosophies that deliver exceptional results in a nurturing environment.

“The orchid symbolizes beauty, the butterfly represents transformation, and the lotus reflects empowerment,” explains Dr. David Yew, the owner and visionary behind Aesthetics Hawaii. “These three elements are at the heart of what we do. We believe in helping our clients bloom into their full potential.”

Voted Honolulu’s top medical spa, Aesthetics Hawaii offers a wide range of cutting-edge services, including injectables like Botox and fillers, laser therapies, and non-surgical body contouring. One of the standout treatments they offer is Ozempic (semaglutide), a transformative weight loss solution. This once-weekly injection is administered under medical supervision, including lab work and follow-up appointments to ensure optimal results.

What sets Dr. Yew and his team apart is not just their advanced techniques but the personalized care each client receives. The team offers customized plans based on each individual’s unique anatomy and expectations. Every treatment is designed to enhance the individual’s natural beauty without appearing overdone.

“Our approach emphasizes patient education and personalized care,” says Dr. Yew. “We want people to look and feel the best for their age. The goal is to look natural and confident in who they are.”

Dr. Yew and his team abide by a philosophy of treating clients with care and compassion,

following a unique version of the Golden Rule. “My mother always told me to treat others the way *they* want to be treated, not just how you want to be treated,” David explains. This guiding principle has helped establish Aesthetics Hawaii as a leader in the industry, creating long-lasting relationships with clients who trust the team for their beauty and wellness needs.

Before founding Aesthetics Hawaii, David’s journey began in New York, where he completed his medical residency at Columbia University. After working in the intense environment of post-9/11 New York, he decided to move to Honolulu in 2002 for a fresh start. It was there that David discovered his passion for aesthetic medicine.

Trained as a board certified physician, Dr. Yew made the shift to aesthetics in 2007, drawn to the artistry involved in injectables and facial treatments. “At first, people were hesitant about these procedures but I saw the potential to blend art and science in a way that could help people feel better about themselves.”

Dr. Yew’s approach to aesthetics is as thoughtful as it is innovative. Not only has he personally tested every treatment his clinic offers, but he also works closely with his team to ensure that each procedure is safe, effective, and tailored to the client. “I consider myself a medical guinea pig,” David jokes. “If I wouldn’t do it to myself, I won’t offer it to my clients.”

In addition to his business, David’s life is deeply influenced by his Christian faith. His involvement in Ground Higher, a mastermind group grounded in Harvard business principles and Christian values, helps him apply both practical and spiritual wisdom to his business practices. “Faith is at the core of everything I do,” David says. “It’s about honoring God, not just in how I live my life but in how I treat people through my work.”



David's work has not only helped elevate Aesthetics Hawaii but also given him the opportunity to connect with his community on a deeper level. Whether through his medical spa or his volunteer work, David's mission is clear: to help people live confidently, fully, and beautifully.

For David, success is measured by the quality and depth of his relationships. "It's truly remarkable to have clients who have continued to visit me over the past 18 years," he shares. "Being a part of their lives through both their triumphs and challenges has been incredibly rewarding. We've celebrated weddings and reunions and provided support during breakups, losses, and health issues. These meaningful connections far outweigh any financial gain."

When David isn't working, he loves spending quality time with his wife, Aimee, and their three children: Evan, Sofia, and Rachel Joy. As a family, they

enjoy trying out new activities, from tap dancing and kickboxing to more mindful practices like Tai Chi, yoga, and meditation.

As Aesthetics Hawaii continues to grow, the team remains committed to their core philosophy of helping clients transform from within, just like the orchid, butterfly, and lotus in their logo. "It's about more than beauty," David says. "It's about creating a space where people can come to feel rejuvenated, to bloom into the best version of themselves."



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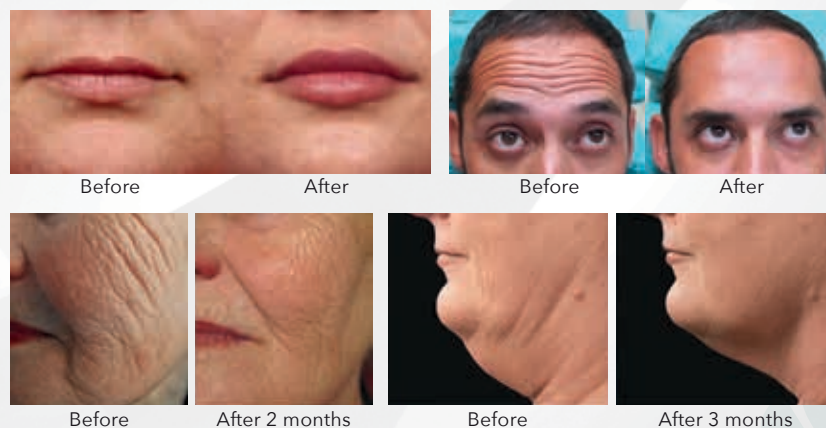
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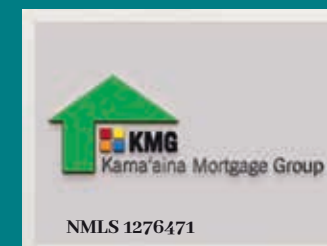
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► featured agent

Written by Ashley Streight
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When Ben Eger set foot in Hawaii as an international exchange student in 2008, he could hardly have imagined the path his life would take. Originally from Germany, Ben's journey from a student to a Principal Broker and President of ORPS Luxury International Realty is a testament to his determination, passion, and entrepreneurial spirit.

Ben's career trajectory has been anything but conventional. Before diving into real estate, he managed a large moving company in Kapolei and owned a high-end appliance installation and delivery company. His background in staging, high-end kitchen and bath interior design, and experience in marketing, management, and entrepreneurship laid a solid foundation for his real estate ventures.

"In 2019, I transitioned from managing a moving company and running an appliance business to real estate," Ben recalls. "I worked nights and used all my spare time to finance my transition. Real estate is my true passion."

Ben attributes much of his achievement to the support of his family, his Ohana, and exceptional business partners like Nana Isono, luxury agent, Vice President, and Broker-in-Charge at ORPS, as well as his dedicated team of real estate agents.

"My journey in real estate has been incredibly fulfilling," Ben shares. "Witnessing the joy I can bring to others, whether it's clients, real estate agents, or landlords, is the most rewarding aspect of my business."



Ben’s entrepreneurial spirit doesn’t stop at real estate. In 2015, he launched a high-end appliance delivery and installation company, securing major contracts with large retailers and partnerships with design firms in Hawaii. His passion for imparting industry skills to others led him to found the Hawaii Real Estate License School - HRELS LLC, where he teaches in-person pre-licensing classes.

“I launched the Hawaii Real Estate License School - HRELS with in-person pre-licensing classes starting May 15, 2024,” Ben says enthusiastically. “Teaching and sharing my knowledge is incredibly fulfilling.”

Ben’s commitment to his community is evident in his numerous roles. He is a Board of Directors member and Secretary of the Asian Real Estate Association of America (AREAA) Aloha Chapter, the founder and president of the European Chamber of Commerce Hawaii, has been nominated for the Aloha Aina Award from 2021 to 2023, and this year ORPS Realty is nominated as a finalist for the Best New Business of the Year and Real Estate



Company of the Year 2024 from Pacific Edge Magazine. Additionally, he was recently accepted into the HAR Leadership Academy 2024.

“My path has been marked by both triumphs and setbacks, each contributing to my continuous evolution as a business leader and individual,” Ben reflects. “The unwavering support and friendship from my Ohana and friends have left an indelible mark on my journey.”

A testament to his resilience, Ben’s personal life is as rich and fulfilling as his professional one. He takes

great pride in bringing his mother, Rose Eger, from Germany to Hawaii, despite the challenges she faced, including health issues and language barriers. Alongside his mom, Ben loves his family’s beautiful dog Forrest Gump and an adorable cat, Simba.

“We found Simba as a baby kitten before he could even open his eyes in front of my house, and I’m incredibly grateful that Simba not only survived but became a very happy cat,” Ben says fondly. “All of them are amazing.”

When he’s not busy with his real estate ventures or community commitments, Ben enjoys hitting the UFC gym, catching the latest movies, and running around Magic Island at Ala Moana Beach Park, his happy place. He proudly runs the Honolulu Marathon every year, carrying the American flag for 26 miles.

“TEACHING AND SHARING MY KNOWLEDGE IS INCREDIBLY FULFILLING.”



“My advice to other realtors is to stay steadfast and consistent on your journey and give back to your community,” Ben advises. “Embrace the process of continuous learning and growth. Identify two or three areas that truly ignite your passion and delve into them wholeheartedly. Never allow anyone to deter you from your dreams.”

Ben dreams of transforming ORPS Luxury International Realty into a nationally recognized brand with offices in Hawaii, California, and Nevada, offering property management and residential sales. “While it’s a lofty goal, I believe that with perseverance and dedication, we can turn this dream into reality—not just myself but everyone on the team helps to shape the company.”

Ben’s favorite quote from inspirational speaker Jim Rohn encapsulates his philosophy: “Learn how to be happy with what you have while you pursue all that you want.”

With his indomitable spirit, boundless passion, and unwavering dedication, Ben Eger is not only shaping the future of real estate in Hawaii but also leaving a lasting legacy of positive impact on everyone he encounters.

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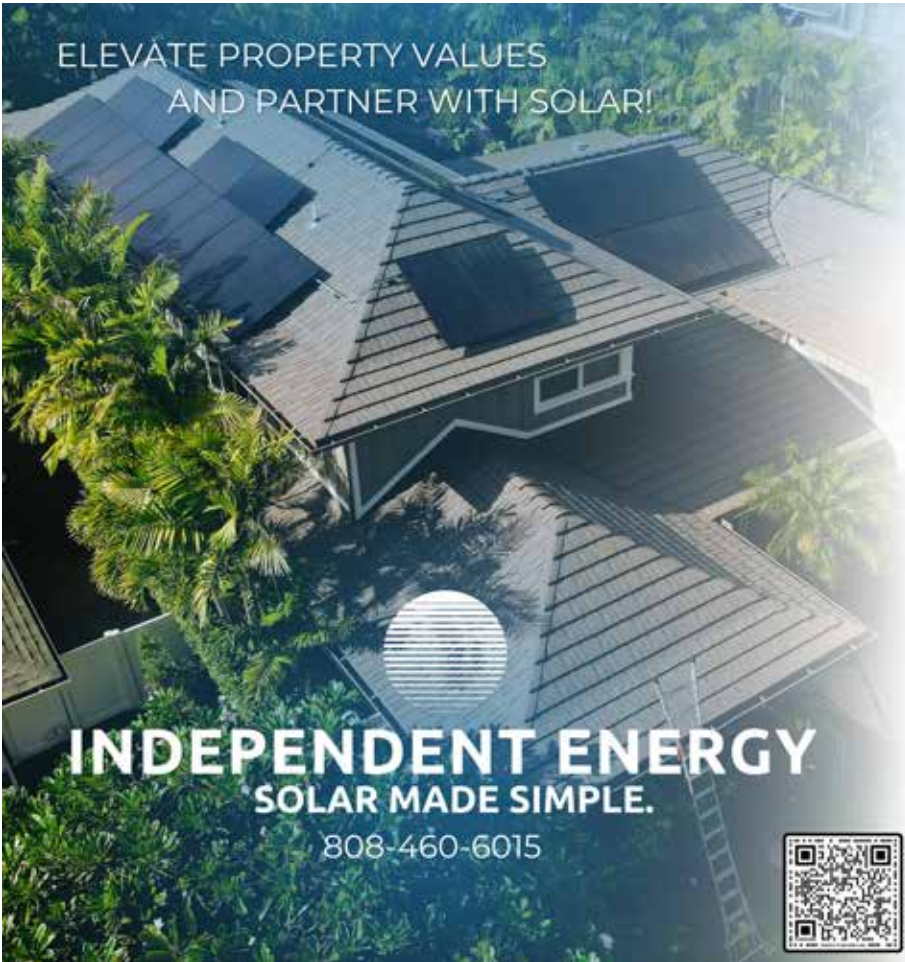
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At the helm of this Paradise Power Washing LLC stands Austin Dorsett, a man whose journey from high school dropout to entrepreneurial success is as inspiring as the pristine surfaces his company delivers. With each stroke of his vision, Dorsett breathes new life into properties, leaving an indelible mark on the real estate landscape.

Dorsett's path to entrepreneurship was anything but conventional. A former bicycle courier turned U.S. Army Scout, he navigated through life's twists and turns with unwavering resolve. "My time in the army taught me to adapt to challenges of all kinds," Dorsett reflects, his voice tinged with the wisdom of experience. Overcoming obstacles like his initial lack of social skills and customer acquisition, Dorsett embraced the ethos of social responsibility, recognizing the diversity of his clientele as a cornerstone of PPW's success.

The genesis of PPW stemmed from Dorsett's innate passion for restoration and improvement. "I got into this industry because I enjoy restoring/improving my clients' most valuable investments," he shares, his words echoing with a sense of purpose. It's this passion that fuels PPW's comprehensive suite of services, ranging from house washing to roof cleaning, concrete and driveway cleaning to deck and fence restoration. Each service is meticulously crafted to not just clean, but to rejuvenate and enhance the natural beauty of properties.





BEFORE SHOT



AFTER SHOT

But PPW’s commitment to excellence extends beyond mere cleaning—it’s a philosophy deeply rooted in environmental responsibility. “What truly sets us apart... is our dedication to eco-friendly practices,” Dorsett asserts, his conviction unwavering. With advanced techniques and biodegradable cleaning solutions, PPW minimizes its environmental footprint while maximizing the impact of its services. It’s a testament to Dorsett’s ethos: to leave a lasting impression, not just on properties, but on the world around him.

In the competitive landscape of small businesses, PPW shines as a beacon of quality, reliability, and genuine connection. “Our focus on customer satisfaction, versatility in services, and active engagement with the local community underscore our commitment to being more than just a service provider,” Dorsett explains, his pride palpable. Beyond the business transaction, PPW cultivates relationships built on trust, integrity, and a shared vision of revitalizing properties and communities alike.

At the heart of PPW lies a guiding motto and creed: “We will take as much pride in your home/business as you do.” It’s a mantra that encapsulates the essence of Dorsett’s mission—a commitment to understanding and valuing the pride his clients have in their properties. “Our success is not just measured by the cleanliness we deliver but by the pride and satisfaction we instill in those we serve,” Dorsett declares, his words resonating with clarity.

In his relentless pursuit of excellence, Dorsett finds solace in the transformative power of PPW’s services. “Whether it’s the meticulous restoration of residential homes or the maintenance of commercial spaces, I find profound



BEFORE SHOT



AFTER SHOT



satisfaction in the transformative power of Paradise Power Washing,” he shares, his voice brimming with passion. It’s a sentiment echoed by clients who bear witness to the dramatic change PPW brings to their properties—a change that goes beyond the surface to touch hearts and minds.

The story of Austin Dorsett and Paradise Power Washing LLC continues to unfold—a story of

dedication and the pursuit of excellence. With each property revitalized, each client satisfied, Dorsett’s vision becomes a reality—a vision of a world where beauty is restored, pride is preserved, and communities thrive in the wake of Paradise Power Washing’s transformative touch.

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COURTNEY WILLIAMS

» top producer

Written by Chris Menezes
Photography by Slava Slavik



BUILDING COMMUNITY AND CONNECTION IN HAWAIIAN REAL ESTATE

From navigating life as a military spouse to becoming a leading real estate professional in Hawaii, Courtney Williams' story is one of resilience, entrepreneurial drive, and a genuine passion for building community. Originally from Madison, Wisconsin, Courtney's life has taken her across the globe—from attending high school in Sweden to living in various states across the U.S. and Germany. Now firmly settled in Hawaii, she has not only built a successful career in real estate—with an impressive career volume of over \$180,000,000—but more importantly, she has dedicated herself to fostering connections and creating a supportive community for her clients.

"Most of my home buyers are military families, and I get immense joy in fostering community by introducing clients who live in similar areas, hosting events around shared hobbies, and making sure those who are moving to the island quickly find a way to love their new home as much as I do," Courtney explains.

Fresh from graduating college at the University of Wisconsin, Courtney knew she was not going to be working in an office. "I always knew I wanted to have a professional identity, even as a military spouse moving every few years, so I made it my mission to figure out a way to build something of my own and generate income remotely—this was long before we were all able to be remote workers!" Courtney reflects, laughing. At the age of twenty-two, she founded Irongate Research, a

criminal background screening company in Chicago, Illinois. This venture allowed her to develop a sharp business acumen and an understanding of the importance of relationships in business. She grew that business to operate across the entire state of Illinois over five years, all while living in four different time zones.

Courtney's transition to real estate began in 2020 when she and her family moved to Hawaii. "We were living in a hotel room for 90 days with two babies under two years old, in the middle of a pandemic. I completed my real estate course at night while my family was sleeping in the same tiny room," she remembers. Initially, she partnered with another military-spouse-turned-agent and was able to assist in tripling the production of that small team in just under a year.



“I was drinking from a firehose the first few months, but I fell in love with the idea of helping people build wealth and security through homeownership,” she shares.

After three years in a real estate partnership, Courtney decided it was time for a change. In early 2024,

she saw how many of her clients were in a position to keep their homes as rentals and investments, and she knew it was time to forge her own path to include offering property management services. “One of the things I love about this profession is how every few years the landscape changes, and

it keeps you always thinking ahead and reevaluating what is best for clients and for business,” she states.

Courtney started Westward Homes Hawaii and began working independently, meticulously refining her approach to client service. Her goal is to offer a professional and empathetic

experience, treating each client as extended family. “I spent months combing over every process of the real estate experience and put a lot of thought into how I want clients to feel at every stage when working with me,” she explains.

Courtney and her husband Jack, who is a licensed mortgage broker, manage a team of real estate agents and a dedicated support staff.



“What I love about our team is that it’s made up of working moms, veterans, and military spouses—communities that we always do our best to support,” Courtney notes, joking that “there is no one who can solve a problem better or more effectively than a military spouse.”

Courtney’s approach is collaborative rather than competitive, which she finds essential in Hawaii’s small real estate market. Courtney and Jack are focused on the future, with plans to create an environment for agents that not only aligns with their values of providing a tailored, elevated client experience but fosters an encouraging and exciting space for agents to grow and find their way in the industry.

For up-and-coming REALTORS®, Courtney offers straightforward advice: “Never forget that you are assisting and advising people on one of the biggest decisions they’ll ever make. It’s an honor to have someone put that much trust in you, and it shouldn’t be taken lightly.”



“Never forget that you are assisting and advising people on one of the biggest decisions they’ll ever make. It’s an honor to have someone put that much trust in you, and it shouldn’t be taken lightly.”

for art, aesthetics, and creativity. She enjoys all artistic pursuits ranging from interior design, painting (often with her daughters), and photography.

As she continues to grow her business, Courtney remains deeply committed to her clients, her team, and the community she’s helping to build in Hawaii. Her story is one of resilience, dedication, and a genuine passion for connecting people and creating meaningful relationships.



Outside of real estate, Courtney is passionate about spending time with her family and hosting friends and company every chance she gets, stating her house has “a revolving front door.” Her friends tease that she was a “coastal grandmother” before it was trendy and loves throwing dinner parties complete with tablescapes, themed menus, and curated playlists. Courtney has a deep appreciation



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