

# HAWAIIAN ISLAND HOMES LTD.

## HAWAIIAN ISLAND HOMES LTD COMPANY PROFILE

Hawaiian Island Homes Ltd. is the real estate brokerage arm of the group of companies that was founded by Peter Savio over 25 years ago. The Savio Group of Companies is best known for its successful condominium conversion and resale of residential, hotel and commercial units as well as sale of leased fee conversions. To date, the Savio Group of Companies including Hawaiian Island Homes Ltd. has successfully converted and acted as sales agents for more than 40 residential, commercial and hotel projects. Hawaiian Island Homes Ltd. has a unique marketing approach to selling its inventory. It is Hawaiian Island Homes Ltd.'s goal to sell a project's aggregate inventory within a few days of going to market. Through a unique direct marketing approach, Hawaiian Island Homes Ltd. has successfully sold over 30,000 residential, hotel and commercial condominium units and fee conversions.

As Honolulu's leading condominium converter, Hawaiian Island Homes Ltd. has sold condominium units to first-time home buyers as well as luxury investors. Hawaiian Island Homes Ltd. has been a project broker for both institutional investors and developers, as well as for individual building owners. Institutional investors that have engaged Hawaiian Island Homes Ltd. include Pacific Century Trust (Bank of Hawaii), Outrigger Hotels and Resorts, The Baywest Group, C. Brewer and Company Ltd., the Shidler Group, Kamehameha Schools/Bishop Estate and the Anderson Group.

We are proud of the fact that in over 25 years and 30,000 transactions, not one of our projects sales has resulted in litigation. Based on the volume of transactions, our companies have one of the best records for non litigation in Hawaii, if not in the country.



### ADMINISTRATIVE OFFICE

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E-MAIL ADDRESS: [hawaiianislandhomes@hihltd.com](mailto:hawaiianislandhomes@hihltd.com)

### HONOLULU SALES OFFICE

931 UNIVERSITY AVENUE, SUITE 305  
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### RENTAL DEPARTMENT

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### HILO SALES OFFICE

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### KAUAI SALES OFFICE

5-4280 KUHIO HIGHWAY  
PRINCEVILLE, KAUAI, HAWAII 96722  
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# HAWAIIAN ISLAND HOMES LTD.

## HAWAIIAN ISLAND HOMES LTD RELEVANT SERVICES

The Savio Group of Companies is a full service real estate group. Hawaiian Island Homes Ltd. has a General Brokerage Division, Projects Division, Lease-to-Fee Conversion Division, and Rental Management Division.

The General Brokerage Division has an office in Honolulu, an office in Hilo on the big island of Hawaii and an office on Kauai. The three offices combined have more than 55 sales agents who are responsible for general real estate brokerage and project sales. The General Brokerage Division transacts more than \$340,000,000 of real estate sales annually. Clients of the General Brokerage Division span the gamut from the first-time home buyer to the luxury vacation real estate investor.

The Projects Division sales team consists of several highly trained and skilled real estate professionals who are focused and committed to each project. Prior to a Project Division sales team member being allowed to sell on a project, the team member must attend many hours of classroom instruction to become intimately familiar with the project. As a prerequisite to being on the project's sales team, the individual must be able to satisfactorily pass a written exam that is prepared by the Project Broker. The classroom instruction and the in-depth knowledge of the project minimize the dissemination of false or inaccurate information to a potential buyer and thereby reduce the number of contract cancellations.

The Lease to Fee Division has assisted lessors and lessees with the sale and purchase of fee interests since 1985. The Lease to Fee Division was the real estate representative for the Kamehameha Schools/Bishop Estate for the sale of its fee interest. In addition, we were also appointed sales agents for numerous organizations and individuals, including the following to assist them with their lease to fee conversions.

Catholic Church of Hawaii  
First Hawaiian Trust  
Kurusu & Fergus  
Saint Francis Foundation  
Teruya Brothers  
The Gentry Company  
MacNaughton and Gushman  
Kamehameha Investment Corporation  
American Savings Bank  
Harold Kometani

To date, we have converted over 24,000 units from leasehold to fee simple ownership in over 200 buildings. The Savio Group is the largest active lease-to-fee converter in the State of Hawaii.

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