

## On a Personal Note.....

*Mike came to Hawaii in 1969 and graduated Chaminade College with a B.A. in 1973.*

*Mike has been recognized Nationally and awarded the coveted "Leading Edge Award", twice! Once in 2004 and again in 2005.*

*Mike lives in Kailua, Oahu and has extensive Real Estate knowledge throughout the Islands. Mike has a monthly Real Estate Article published on Oceanic Cable's [www.aroundhawaii.com](http://www.aroundhawaii.com)*

*Mike is married to Cheryl, also a Real Estate Agent and they both have a Son and Daughter In Law serving in the Military.*

*Mike is a Hospice Hawaii Volunteer.*

*Former Secretary of the Board Manana Low Income Apartments in Pearl City.*

*Active Volunteer in his Community, Church and Social Clubs.*

*Mike has sales experience all over the Island and Has successfully concluded close to 80 closed transactions.*

*Mike has been nominated several times for the prestigious Customer Satisfaction:*

*"Aloha Aina Award"*

*Ethics Complaint Review Member*

*Honolulu Board of Realtors*



"I will give you an Advantage"

### **Abe Lee Realty**

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Suite 1533  
Honolulu, Hi. 96814

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## **Michael S. Gallagher Realtor-Broker**

**Leading Edge Award**

**Featured Columnist**

**Oceanic Cable**

[www.aroundhawaii.com](http://www.aroundhawaii.com)

**Honolulu Advertiser**

**Real Estate Website:**

[www.hawaii realestate statistics.com](http://www.hawaii realestate statistics.com)



**Cell 808-384-9015**

**Email: [Mikeg@hawaii.rr.com](mailto:Mikeg@hawaii.rr.com)**

### Qualifications

Hawaii Real Estate License 2000

Statistical Analysis

Negotiation Management

### Professional Membership

National Association of Realtors

Hawaii Association of Realtors

Honolulu Board of Realtors

Ethics Committee Honolulu Board of  
Realtors

### Real Estate Accomplishments

Leading Edge Award 2004

Leading Edge Award 2005

Brokers License 2006

Top 7% Nation Wide 2005

Top 7% Nations Wide 2006

Secretary of Board :

Manana Gardens Low Income Housing

### Real Estate Columnist:

#1 Columnist Oceanic Cable

Honolulu Advertiser

How to Choose the 'Right' Realtor  
There are approximately **18,000+ Real Estate Agents** of which approximately **1700** are licensed Brokers on Oahu.

Realtor (R)-Broker vs. R.A. license:  
**Experienced, Higher Education, More Accountability**

Approximately **90%** of these 18,000+ Real Estate Agents sell less than **5** homes a year. **That leaves about 10% of all Real Estate Agents doing most of the business.**

It is **not** about 'years in the business' for 'qualifying' a Realtor, it is about the  
**Number of Transactions.**

The Industry Standard in Hawaii for the # of Transactions/Agent is **4.31/yr.**  
**Mike Gallagher's is 14/Year**

### Most Important Question of all: How to Properly Interview?

Define your Goals and Expectations in writing to your prospective Agent and receive written confirmation back.

Ask for a **Transaction Report.**  
This will show a 'report card' of the agent's skills.

### Sellers and Buyers:

The 'Right' Agent will be someone who has the following qualities:

Communication Skills  
**High # of Transactions**  
% of Sold Price to List Price Avg. Reputation

- Is the Agent Full Time?
- How many Withdrawn/Expired Listings have they had?
- Ask For Their Transaction Report
- Ask for past client references

I hope this helps you choose the right Brokerage and Agent and achieves your Goals & Expectations.

If you have any questions, please feel free to call or email me anytime.

Aloha,

Mike Gallagher

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[www.hawaiirealestatestatistics.com](http://www.hawaiirealestatestatistics.com)

[www.aroundhawaii.com](http://www.aroundhawaii.com)

[www.hawaiilife.com](http://www.hawaiilife.com)