

## **Adrienne Lally**

(B) Broker RB - 20068

[Adrienne@TeamLally.com](mailto:Adrienne@TeamLally.com)

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**c:** 808-227-2703 **o:** 808-212-9188 **f:** 808-356-8193

Adrienne Lally is the owner and co-leader for Team Lally, which is a part of Keller Williams Honolulu. Since 2005, Adrienne has grown Team Lally along with her business partner, Attilio Leonardi, to become one of the largest real estate teams in Hawaii. They assist clients in buying, selling, and investing. When the market shifted in 2007, Team Lally added a new focus: distressed properties and short sales. Team Lally completed well over 300 short sales during the peak and grew this as a core focus.

In 2014 Adrienne and Attilio partnered up with Duke KimHan to build out a second brand and brokerage around property management. Hawaii Pacific Property Management has organically grown to 850 properties under management and is one of the top 5 largest property management companies in Hawaii. Team Lally has added an additional focus in divorce real estate, with both Adrienne and Attilio becoming Certified Divorce Real Estate Experts through The Illumni Institute.

Adrienne is a transplant from the DC metro area, she moved to Hawaii in 2002 on military orders. The Army brought her here and the love of Hawaii and the people have kept her here.

## **PROFESSIONAL HISTORY**

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Team Lally of Keller Williams Honolulu - Broker, Team Leader (Oct 2013 - Present)

- Full-service team equipped to handle all client real estate needs
- Both co-founders are Certified Divorce Real Estate Experts (CDREs)
- 2019 #1 Real Estate Team in Hawaii as Ranked by Real Trends/Wall Street Journal
- Transaction Record:
  - 2019: 105 Closed Transactions \$56.7M Sales Volume
  - 2018: 170 Closed Transactions \$96.1M Sales Volume
  - 2017: 150 Closed Transactions \$84.5M Sales Volume
  - 2016: 171 Closed Transactions \$83.1M Sales Volume
  - 2015: 137 Closed Transactions \$64.2M Sales Volume
  - 2014: 123 Closed Transactions \$60M Sales Volume

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Team Lally Re/Max Honolulu - Realtor, Team Leader (Nov. 2006 - Sept. 2013)

- 2009 - 2012 Top 1 RE/MAX Team In Hawaii
- 2009 - Hall of Fame RE/MAX International Award
- Transaction Numbers:
  - 2013: 129 Closed Transactions \$55.3M Sales Volume
  - 2012: 117 Closed Transactions \$50.5M Sales Volume
  - 2011: 109 Closed Transactions \$39.1M Sales Volume
  - 2010: 117 Closed Transactions \$37M Sales Volume
  - 2009: 71 Closed Transactions \$26.8M Sales Volume
  - 2008: 38 Closed Transactions \$16M Sales Volume
  - 2007: 25 Closed Transactions \$11.1M Sales Volume

Century 21 Liberty Homes - Realtor (Feb 2004 - Oct 2006)

- Launched career in real estate
- Developed specialties in listing and pricing

US Army - 98 C (Apr 2002 - Dec. 2004)

## **SPECIALIZED TRAINING**

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- Fierce Conversations
- Recruit Select
- Train the Presenter
- Keller Williams Ignite Class Instructor
- Keller Williams BOLD Course 6x
- PSI Basic
- PSI 7
- Unleash The Power Within - Tony Robbins
- Business Mastery - Tony Robbins

### **Illumni Institute, Master Course Graduate 2020**

- The Anatomy of Divorce
- The Landscape of Divorce Finance
- Introduction to Divorce Court
- The Ethics of Certified Divorce Real Estate Experts
- The Psychology of Neutrality, Bias, and Communication in Conflict
- How to Sell a House in Conflict
- CDRE Fair Market Valuations

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## PROFESSIONAL QUALIFICATIONS

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- CDRE - Certified Divorce Real Estate Expert
- ABR - Accredited Buyer's Representative
- CDPE - Certified Distressed Property Expert
- MRP - Military Relocation Professional
- FSP - Five Star Professional
- SFR - Short Sale and Foreclosure Resource
- REOTRANS Certified, RES.net Certified
- CRS - Certified Residential Specialist

## Education

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- Montgomery College (1997 - 1999)
- Chaminade University of Honolulu (2003 - 2005)  
Associates, General Studies

## PUBLICATIONS & MEDIA

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### The Honolulu Real Estate Guide

Everything you need to know about Honolulu area real estate. Insider tips about buying and selling real estate in the Honolulu area. Information about surrounding towns, and which is best for you and your family. Insight into employment opportunities, schools, health care, recreational and cultural activities, shopping, climate, transportation and more. If you are thinking about buying or selling real estate in the Honolulu Area, this book is for you.

- Wexford House
- Apr 29, 2010

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### **The Team Lally Real Estate Radio Show**

Adrienne and Attilio have hosted Hawaii's only continuous Real Estate Radio Show for the past 8 years. Guests have been from all related professional sectors including Attorneys. The show is simulcast on the following venues every week:

- AM830 KHVH - Sat 10 AM
- AM650 KGU - Sat 1PM & Sun 2PM
- AM690 KHNR - Tue 6PM
- FM 94.3 KDLX - Sat 2pm & Sun 1PM
- Podcast - Itunes
- Streaming - Iheartmedia.com Sat 10 AM

### **Endorsements**

Adrienne and Attilio have strived hard to maintain a high level of professionalism worthy of the exclusive endorsements listed below:

- [Barbara Corcoran](#) - Shark Tank
- [Sean Hannity](#) - Fox News
- [Colin Cowherd](#) - Fox Sports Radio
- Devin Nekoba - FM 94.7 KUMU
- Scotty "B" Blaisdell - AM830 KHVH

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## AWARDS

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- 2010 Hawaii Business Magazine's - Top 100 Realtors
- 2011 Hawaii Business Magazine's - Top 100 Realtors
- 2012 Awarded 40 under 40
- 2012 Hawaii Business Magazine's - Top 100 Realtors
- 2012 Overall Top Producer (Chairman's Club)
- 2012 Annual RE/MAX Honolulu Club Award
- 2013 Hawaii Business Magazine's - Top 100 Realtors
- 2014 Hawaii Business Magazine's - Top 100 Realtors
- 2015 Hawaii Business Magazine's - Top 100 Realtors
- 2016 Hawaii Business Magazine's - Top 100 Realtors
- 2016 Top KW Team for Units Sold & Volume (February)
- 2016 Top KW Team for Units Sold & Volume (June)
- 2017 Hawaii Business Magazine's - Top 100 Realtors
- 2017 Top KW Top Producing Team (June)
- 2017 Top KW Top Groups - Closed Units (July)
- 2017 Top KW Top Groups - Closed Units (September)
- 2017 Top KW Top Groups - Closed Volume (November)
- 2017 Top KW Top Groups - Closed Units (December)
- 2017 Top KW Top Groups - Closed Volume (December)
- 2018 Hawaii Business Magazine's - Top 100 Realtors
- 2018 Top Team by Real Trends
- 2019 KW Triple Platinum Award for Teams & Groups
- 2020 KW Triple Platinum Award for Teams & Groups
- 2020 September KW #1 Top Groups Listings Taken Volume
- 2020 September KW #1 Top Groups Listings Taken Unit

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## COMMUNITY IMPACT

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### Helping Oahu (HelpingOahu.com)

- Covid Help for Home Sellers
- Team Lally is waiving Listing Fees for 3 Sellers:
- In support of and in solidarity with our communities, Team Lally is waiving listing commissions for 3 Hawaii homeowners who need to sell their home because they have been affected by coronavirus. (Fees for brokers who bring in buyers will still be required to be paid by the seller, although likely no more than 3.0%.)
- Eligibility: Someone who has lost a job, business, and/or has become sick, and may need to sell their home to get through the current pandemic situation.

### Project Hawai'i

- Consultant
- Nov 2015 – Present
- Volunteer duration: 3 yrs
- Cause: Homeless Children
- RE: Supports in consulting, marketing and fundraising for Project Hawaii. Helping to bring more awareness in our local community.

### SUPPORTED CAUSES:

- Support Pebblz - ALS Awareness
- Project Hawaii Summer Camp
- Hawaii Food Bank
- Women In Need
- Vets Of Hawaii
- Susan G. Komen
- Family Programs Hawaii
- Hawaii HomeOwnership Center
- Camp Agape Hawaii
- Beautiville – Annual Prom Dream Giveaway
- Pearlside Boxing
- Ohana Pack Distribution Event



# Certificate of Completion

This is to certify that

**Adrienne Lally**

has successfully completed the CDRE™ Master Course, including 40 hours  
of divorce real estate education and comprehensive exam.

**MASTER COURSE COMPLETION**

as of October 30, 2020

*Laurel Starks*

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**Laurel Starks**  
Founder  
The Illumni Institute

