

**Attilio Leonardi**

(B) Broker RB-21256

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

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Attilio Leonardi is a native of the North Shore of Oahu, and has dedicated his professional career to helping families buy, sell, and invest in real estate. Along with Adrienne Lally, he is the co-owner and co-leader for Team Lally, which is a part of Keller Williams Honolulu. Since 2005, they have grown the team into one of the largest in Hawaii. When the market shifted in 2007, Team Lally added a new focus: distressed properties and short sales. Team Lally has 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 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.

## **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. 2007 - 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

Farhni Realty - Realtor (Feb 2006 - Oct 2007)

- Launched career in real estate
- Developed solutions for properties facing foreclosure

Basic Rider Coach - State of Hawaii Department of Transportation (Jan 2002 - Dec. 2007)

## **SPECIALIZED TRAINING**

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- Fierce Conversations
- Recruit Select
- Train the Presenter
- Keller Williams Ignite Class Instructor
- Keller Williams BOLD Training 8x
- Keller Williams Coaches Skill Camp
- PSI Basic & PSI - 7
- PSI - Men's Leadership - C108 Graduate
- CE Instructor Development Workshop

### **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
- CDPE - Certified Distressed Property Expert
- FSP - Five Star Professional
- SFR - Short Sale and Foreclosure Resource
- REOTRANS Certified, RES.net Certified

## Education

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- University of Arizona (1985 - 1989 )
- The Kamehameha Schools (1985 )

## 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 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
- 2019 KW Triple Platinum Award for Teams & Groups
- 2019 Candidate for REAL Trends "The Thousand" 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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### **Boy Scouts of America & AYSO**

- Cub Master - Pack 126
- Committee Chair - Pack 126
- Assistant Scoutmaster - Pack 176
- Jamboree 2015 - Volunteer
- AYSO Certified Coach
- AYSO Certified Referee

### **Helping Oahu (HelpingOahu.com)**

- Covid Help for Home Sellers
- Team Lally is waiving Listing Fees for 3 Sellers:

### **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

**Attilio Leonardi**

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

