

Hawai'i REALTOR®

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Maui REALTOR® Tracy Stice To Head HAR

If Tracy Stice's year as president of the Hawai'i Association of REALTORS® is anything like his personal track record, Hawai'i's real estate community can expect an "above and beyond" performance in his new role.

A licensed REALTOR® on Maui for more than 30 years, Stice is known for his volunteerism as well as for his professional expertise. When Stice's three children, Jeremy, 26, Brianna, 23, and Chloe, 17, were younger, he was an avid parent volunteer, coaching soccer, paddling, and basketball. Industry-wise, his volunteer history includes serving as president of the REALTORS® Association of Maui (RAM). He chaired HAR's Legislative Committee and its Political Action Committee, each for two years.

Stice has successfully operated his own Maui real estate firm, Paradise Found Properties, Inc.,

which he merged with Century 21 All Islands in 2000. His team won the Century 21 Centurion Award for six consecutive years. In 2004, Stice was named RAM REALTOR® Broker of the Year. In 2006, he started a new company, Entrust Hawai'i, which handles administration for self-directed retirement plans. In 2007, he formed the "Stice Team" with his son Jeremy as real estate partner.

Stice is noted for doing whatever it takes to help the client accomplish a goal. For a recent listing, he and his son spent nearly 12 hours cleaning up the home owner's yard to enhance the property's curb appeal. They got four offers – full priced and above – in one week.

A firm believer in ongoing real estate education, Stice has achieved the designations of CRS, CRB, GRI, ABR, e-Pro, and most re-

cently RSPS and GREEN.

Stice notes that his success evolved from humble beginnings. He sold real estate part time when interest rates were at 18 percent in order to earn \$10,000 for an upcoming lump sum mortgage payment owed as part of a partnership purchase of five acres in Haiku, Maui. Stice and his wife Laura had volunteered to manage and develop the purchased property and relocated to Maui. "We were living in a 500 square foot cottage in the middle of an old pineapple field. No jobs, no money, no friends, and no idea how to pay that mortgage."

So, in addition to trying to sell real estate in one of the worst markets in recent years, Stice sold cars at a Maui car dealership and Laura worked in interior design. They painted homes and condos as well. Stice also owned a saw



Tracy Stice, 2010 HAR President

mill on the Big Island and five video stores prior to achieving the success that enabled him to dedicate his considerable energies and abilities to real estate.

Stice attributes his success to

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HAR Moving Forward With 2010 Legislative Advocacy Agenda

The Hawai'i Association of REALTORS® Gov-
newing their real estate license.