A true team player

Maui’s Kenneth Hayo named RAM Realtor Broker of the Year for 2015

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For Maui Realtor and broker Kenneth “Ken” Hayo, working in real estate and coaching soccer seem often to go hand in hand. The Kula resident has been doing both for decades, developing a commitment to community involvement and a drive for guiding others to success, from new agents to young players.

That’s something his fellow Realtors Association of Maui members recognized recently as they bestowed on Hayo the organization’s highest honor, Realtor Broker of the Year.

While introducing Hayo as the award recipient at RAM’s Installation Luncheon last month, Realtor Sarah Sorenson noted that the honoree has earned a reputation for high standards and strong integrity, qualities she said “often become contagious” with the agents Hayo has trained over the years.

“Whether on the field or on the job, our Realtor Broker of the Year is known for his coaching and mentoring skills,” she told the crowd at King Kamehameha Golf Club on Sept. 4.

Sorenson also noted Hayo’s dedication to RAM. Hayo has served on RAM’s Bylaws Task Force, the Grievance Committee, the Board of Directors, the Professional Standards and Arbitration Committee, the Membership Committee and as regional director for South Maui. He continues to serve as a member of the Board of Directors.

Hayo first moved to Maui in 1981 after graduating from Indiana University, having spent two previous summers on the island. He met his wife, Desiree, in 1982 and married in 1984. The two moved temporarily to New York while Hayo pursued a career in professional soccer. From there, a snowy stint in Colorado led the couple to return to Maui in early 1986 and settle in Kula, where they raised their

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House flipping interest rising, remains challenge

House flipping was once all the rage until the real estate market crash. Now that the market is improving, interest in the endeavor is increasing again. Before you make the flip, consider these questions.

DO YOU HAVE THE MONEY?
It takes a lot of money to purchase a property, remodel it and sell it. Sure, low-interest financing is still available, but will you qualify for it, especially if you have your own mortgage and bills to pay? Even if you do, keep in mind that you will still have to pay interest on the loan, along with taxes, insurance and utilities, until you sell the house. On top of that, you will have to pay for supplies and services to renovate the house, and the estimates may not match the actual costs. You never know what you are going to run into when you start knocking down walls and pulling up flooring and fixtures.

DO YOU HAVE THE TIME?
From beginning to end, the process to flip a home can often become long-lasting, trusted advisers.

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son and daughter and still reside.

After earning his real estate license in 1988, Hayo worked for Century 21 Royal Maui Properties, a company he went on to buy several years later. In 2003, he merged his company with Century 21 All Islands and served as principal broker and part owner until three years ago, when he helped start a new company and became principal broker at Maui Real Estate Advisors LLC with fellow broker Robert “Robbie” Dein in Wailea.

Hayo began participating with RAM early in his career to ensure he would be on the leading edge of real estate. Over the years, he became dedicated to giving back to the industry that has supported him, much in the way he began coaching youth soccer to give back to the sport he loves so much.

Hayo has been coaching high school soccer going on 26 years on Maui, having started out at Maui High School for 10 years, and then the past 16 coaching at King Kekaulike, starting when his daughter, Celeste, was a sophomore there. He and Desiree now sponsor the Celeste Hayo Memorial Scholarship — distributed through Hawaii Community Foundation every year to qualifying students — in honor of their daughter, who passed away eight years ago.

Over the years, Hayo’s community service has also included work with the Adopt-a-Highway program, training of youth soccer coaches on Maui and serving as a youth baseball coach.

“You kind of give back where you can,” he said. “I think that’s important. I think when you live somewhere, you need to be involved in that community and participate so that ... you feel like there’s a sense of community in your life.”

Marion Haller, RAM’s 2015 president, said Hayo dedicates himself to his work and his community and is a valued member of the association.

“He is instrumental in bringing history and balance to the organization,” she said. “He is an outstanding and very well-respected Realtor and highly thought of by all who have been agents in the offices he has run.”

Throughout his career in real estate, Hayo, said, he has watched the industry shift into a more relationship-driven business. As customers have gained easier access to information through the Internet, they often expect more involvement from their agents to guide them through the increasingly complicated homebuying and home-selling experience. Many agents are no longer simply salespeople, he said, but can often become long-lasting, trusted advisers.

“I think it’s much better now on that level,” Hayo said, “because it’s nice that it’s driven by the people, not so much the sales. And it just makes the experience that much more rewarding for everybody involved.”