

# Carol L. Kage, CDRE

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RB-21258  
Real Estate Advisor, R, GRI, CRS, SRES

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## CURRICULUM VITAE

Carol Kage is a licensed Realtor serving Honolulu since 2003, recognized as a top producing agent and real estate authority in Hawaii. Carol's experience in selling real property has helped her clients meet their real estate goals through her passion, education, and extensive business background. She holds numerous real estate designations, including Residential Real Estate Council, Senior Real Estate Specialist, amongst others. Carol has been nominated for the Aloha Aina Realtor Awards and named by Honolulu Magazine as Best in Real Estate: Top Agent.

Carol Kage is a Certified Divorce Real Estate Expert (CDRE) through the prestigious Illumni Institute. The 40-hour Certified Divorce Real Estate training course includes face-to-face instruction by family law attorneys, judges, realtors, and mortgage professionals who specialize in matters pertaining to real property in divorce cases. This certification is focused on neutrality and high conflict resolution situations.

## PROFESSIONAL EXPERIENCE

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**Engel & Völkers – Honolulu, Realtor Broker**  
**Primary Properties, Inc., - Realtor Broker**

January 2018 – Present  
March 2016 – December 2020

- Advisor Mentor - Provides leadership and guidance to team members; extensive knowledge of the real estate sales process and plans course of action with mentees.
- Luxury Sales Agent - Expertise in high-end residential real estate market; average contract sales  $\geq$  \$3M
- Korean-Speaking - Multinational clientele and international ties through local Korean communities.
- Sales Awards Recipient - Exceeds sales goals year-over-year; recognized as Honolulu Magazine's Top Agent and a Ruby Level Engel & Völkers Elite Club Advisor in 2020.
- Certified Residential Specialist (CRS) Designation - One of the top 3% real estate agents in the U.S; part of a community dedicated to improve the real estate industry for homebuyers and sellers.

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## **Island Realtors, Inc. - Realtor Broker**

March 2014 – February 2016

- Advanced Negotiator - Master of research and strategy in obtaining real estate transactions.
- Lead Sales - Increased sales and built a support service through strong network resources and lead generation.
- Team Leader - Coached team members in building a profitable business through proper sales techniques and networking strategies.

## **Marcus & Associates, Inc. – Realtor Associate/Broker**

July 2003 – February 2013

- Marketing Expert - Developed successful plans and word-of-mouth marketing in local communities.
- Systems Creation - Created workflow process and key systems to generate efficient leads and convert prospects into sales.
- Subject Matter Expert - Go-to person for contract and sales negotiation techniques; high-level knowledge of real estate processes and systems.

## **EDUCATION**

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- Dower School of Real Estate - Broker's Licence 2013
- John F. Stapleton School of Real Estate 2003
- Central University of Washington - Bachelors of Science, Business 1994 - 1998

## **REAL ESTATE DESIGNATIONS**

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- Residential Real Estate Council (CRS)
- Graduate Realtor's Institute (GRI)
- Senior Real Estate Specialist (SRES)
- At Home With Diversity (AHWD)
- Certified Divorce Real Estate Expert (CDRE)

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## PROFESSIONAL ORGANIZATIONS

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- National Association of REALTORS, Member July 2003 – Present
- Hawaii Association of REALTORS, Member July 2003 – Present
- Honolulu Board of REALTORS, Member July 2003 – Present
- Hawaii Pacific Health- HMM, Director 2018 – 2019
- Professional Standards Committee – HBR 2007 – 2014
- American Business Women's Association 2004 – 2007

## COMMUNITY SERVICE PARTICIPATION

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- New Hope Oahu, Member
- Hawaiian Humane Society
- Children's Cancer Foundation
- Special Olympics
- Junior Golf Association of Hawaii

## AWARDS

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- Aloha Aina Realtor Awards Program Nominee 2003-2020
- Best in Real Estate: Top Agents 2013
- Engel & Völkers Ruby Level Elite Club Advisor 2020



# Certificate of Completion

This is to certify that

**Carol Kage**

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

**MASTER COURSE COMPLETION**

as of April 30th, 2021

*Laurel Starks*

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**Laurel Starks**  
Founder  
The Ilumni Institute

