

Experience

My experience is all inclusive in real estate: Transactions include representing Buyers, Sellers, Lessees and Lessors with sales, listings, leasing and management of all types of real estate (e.g. Residential, Commercial and Businesses from condos to land and luxury estates). I LISTEN. I AM RESPONSIVE. I AM RESOURCEFUL. I AM YOUR REALTOR FOR MAUI AND ALL HAWAII.

Professional

2020-2021 Vice President-Maui Commercial Roundtable
2018 through 2023 Maui County Planning Commissioner
2017 – 2018 President- Maui Commercial Roundtable
2016 Voting Member – National Association of Realtors, Board of Directors
2015 through 2016 Hawai'i State Chair - Realtors® Political Action Committee.
2012 through 2014 Executive Committee -Realtors Association of Maui
2013 President - Realtors Association of Maui
2010-2014 Board of Directors - Hawai'i Board of Realtors.
2010-2015 RPAC Trustee; 1992-2017 Member -Various Committees and Boards; i.e. Public Relations Committee, Government Affairs Committee, Finance Committee, Arbitration Panel-Honolulu Board of Realtors. RAM's Got Talent, Scholarship Committee, RAM Nominating Committee.
2011-2015 Member- State Nominating Committee Hawai'i Board of Realtors

Education

AAS in Business Tacoma Community College, graduating in Magna Cum Laud; a BS in Business with an emphasis on Marketing and Management with minors in Finance and English, graduating in with Honors and on the Dean's List Central Washington University. Ongoing classes for self-improvement and required Continuing Education for Real Estate licensing. Notary Public, Hawaiian Title History and issues. State of Hawai'i Planning officials conference 2019.

Experience

August 2014 – Present *Principal Broker/Owner* La Costa Realty Hawai'i, LLC
August 2011 - July 2014 *Principal Broker* – Prudential Locations Maui
June 2004 – July 2011 *Principal Broker/Owner* La Costa Realty Hawai'i, LLC
May 2001 - June 2004 *Realtor®/Broker* Coldwell Banker Island Prop.
1998 *Reactived license* Realtor®/Sales – Coldwell Banker Island Prop.
1996-1998 *Inactive* – back injury made it necessary to move back to the mainland.
April 8, 1992 – 1996 *Licensed Realtor®/Sales/Broker* – Prudent Investors, Makalani Realty, Coldwell Banker IP
I have seen our market rise and fall and rise, rise, rise again. My real estate experience includes sales and financing of investment properties, large project sales and development, listing and sales of residential properties (more than 250 transactions from \$18,000 to \$13,700,000); and, commercial and business acquisitions. With more than 27 years in the real estate industry, my experience lends itself to providing my clients with current market conditions and real estate information relayed with the utmost professionalism and personal service.

Prior Employment

1992-1994 - Neighbor Island Marketing and Loan Manager in the Commercial and Construction Division. GECC Financial (General Electric Credit Corporation) I worked closely with developers on all Neighbor Islands for acquisition, construction funding then permanent financing of their projects
Licensed Real Estate Broker **May 9, 2001**
Licensed Real Estate Agent **April 8, 1992 - 1996**
1987-1992 - Director of Administration Lawrence Welk Resorts – Hired and trained to be transferred to a new project in Maui. Transferred to Maui January 19, 1990. Project sold out June 1992.
1987 - National Sales Representative-Corporate relocations Mayflower Van Lines (office closed 12/31/1987)
1985-1987 **Executive Assistant to CEO** then National Sales Representative - northAmerican Van Lines
1978-1985 - Paralegal and Trust Officer - Puget Sound National Bank, (now Key Bank) paralegal and later promoted to trust officer. My duty was to act on behalf of the bank as Administrator or Executor of trust customers' estates. Marshalling, recording and reconciling all assets both physically and administratively; prepared Schedules of Distribution and other court documents required in settling the estates of decedents; some of which involved complex real estate transactions for which I was responsible. My administrative skills and managerial performance was outstanding leading to large increases in my salary.
1977 -Husband (and I were) transferred to Tacoma, WA Didn't work for 4 months
1972-1977 –Bank Insurance Officer, new accounts manager and back up Teller (Pacific Savings and Loan)
1970-1972 - Office Manager, Executive Assistant with light bookkeeping in a CPA firm (Monroe, Rahier and Company).
1968-1970 **Executive Assistant to CEO, insurance clerk** (Leo Kennedy Realty and Insurance/Pacific Insurance Co.)
1967-1968 **Activity Equipment check out** and snack sales after school (Kelso YMCA)
1959-1967 **Miscellaneous Occupations** Babysitting, newspaper delivery, mowed lawns, washed cars (Longview, WA)
1956-1958 **Outside Sales** Spudnut Donuts (\$.25 a bag, I got \$.05 for each bag sold. Usually made \$1 a day). (Longview, WA)

Miscellaneous

2020-2022 **Board Member** – Maui Chamber Orchestra
2019 – **Present** - *Vice President* West Maui Community Task Force – Initiated a new 501(c)3 to help more than just DV needs.
2018 **Knighted** as *Dame of Honor*-Orthodox Order of St. John (Hospitaliers') Russian Priory, Hawai'i Priory (Philanthropy)
2004 – 2019 West Maui Domestic Violence Task Force – Charter Member. Renamed and Rebranded the Task Force in 2019

Additional Information – Resumé

P. Denise La Costa

Real Estate Commission Applicant

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MEMBER COMMITTEE HISTORY LISTING Aug 24 2020 17:47

10812 - La Costa, P. Denise La Costa Realty Hawai'i LLC 808-667-7800

COMMITTEE CODE	COMMITTEE NAME	MS	CS	START DATE	ENDING DATE	POSITION / COMMENTS
17-PRRJ	2017 Public Relations	A	A	10/01/16	09/30/17	Member
16-PRRJ	2016 Public Relations	A	A	10/01/15	09/30/16	Member
16-PSRV	2016 Presidential Scholarship Rev	A	A	10/01/15	09/30/16	Member
15-RGT	2015 RAM's Got Talent	A	A	07/16/15	02/28/16	Member
15-HAR	2015 HAR Committees	A	A	01/01/15	12/31/15	Member Nominating
15-HAR	2015 HAR Committees	A	A	01/01/15	12/31/15	Member RPAC
15-PRRJ	2015 Public Relations	A	A	10/01/14	09/30/15	Member
15-PSRV	2015 Presidential Scholarship Rev	A	A	10/01/14	09/30/15	Member
14-IDX	2014 IDX Task Force	A	A	08/29/14	12/13/14	Member
14-RGT	2014 RAM's Got Talent	A	A	03/18/14	02/28/15	Member
14-HAR	2014 HAR Committees	A	A	01/01/14	12/31/14	Member RPAC
14-HAR	2014 HAR Committees	A	A	01/01/14	12/31/14	Member Nominating
14-BOD	2014 Board of Directors	A	A	10/01/13	09/30/14	Immediate Past-Pres
14-EXEC	2014 Executive	A	A	10/01/13	09/30/14	Immediate Past-Pres
14-FINA	2014 Finance & Budget	A	A	10/01/13	09/30/14	Member
14-PRRJ	2014 Public Relations	A	A	10/01/13	09/30/14	Member
14-PSRV	2014 Presidential Scholarship Rev	A	A	10/01/13	09/30/14	Member
14-WWMS	2014 Wishing Well...for Maui Stud	A	A	10/01/13	09/30/14	Member
13-NOMC	2013 Nomination Committee	A	A	05/16/13	09/30/13	Chairperson
13-BYLA	2013 Bylaws	A	A	05/03/13	09/30/13	Member
13-HAR	2013 HAR Committees	A	A	01/01/13	12/31/13	Member Member Board Representative
13-HAR	2013 HAR Committees	A	A	01/01/13	12/31/13	Member RPAC
13-BOD	2013 Board of Directors	A	A	10/01/12	09/30/13	President

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COMMITTEE CODE	COMMITTEE NAME	MS	CS	START DATE	ENDING DATE	POSITION / COMMENTS
3-EXEC	2013 Executive	A	A	10/01/12	09/30/13	President
3-FINA	2013 Finance & Budget	A	A	10/01/12	09/30/13	Member
3-PRRJ	2013 Public Relations	A	A	10/01/12	09/30/13	Member
3-PSRV	2013 Presidential Scholarship Rev	A	A	10/01/12	09/30/13	Chairperson
3-WWMS	2013 Wishing Well...for Maui Stud	A	A	10/01/12	09/30/13	Member
2-INST	2012 Installation Luncheon	A	A	04/17/12	09/30/12	President-Elect
2-NOMC	2012 Nomination Committee	A	A	02/21/12	09/30/12	Member
2-BYLA	2012 Bylaws	A	A	01/06/12	09/30/12	Member
2-HAR	2012 HAR Committees	A	A	01/01/12	12/31/12	Member RPAC
1-GRSC	2011 Grassroots County (gac sub)	A	A	10/01/11	09/30/12	Member
2-BOD	2012 Board of Directors	A	A	10/01/11	09/30/12	Chairperson BROKER'S FORUM
2-BOD	2012 Board of Directors	A	A	10/01/11	09/30/12	President-Elect
2-BRFO	2012 Brokers' Forum	A	A	10/01/11	09/30/12	Chairperson
2-EXEC	2012 Executive	A	A	10/01/11	09/30/12	President-Elect
2-FINA	2012 Finance & Budget	A	A	10/01/11	09/30/12	Member
2-GRSC	2012 Grassroots County (gac sub)	A	A	10/01/11	09/30/12	Member
2-PRRJ	2012 Public Relations/Realtor Jou	A	A	10/01/11	09/30/12	Member
2-PSRV	2012 Presidential Scholarship Rev	A	A	10/01/11	09/30/12	Member
1-PSRV	2011 Presidential Scholarship Rev	A	A	09/15/11	07/16/11	Member
1-HAR	2011 HAR Committees	A	A	01/01/11	12/31/11	Member RPAC
1-BOD	2011 Board of Directors	A	A	10/01/10	09/30/11	Director-2 yrs left
1-BYLA	2011 Bylaws	A	A	10/01/10	09/30/11	Member
1-PRRJ	2011 Public Relations/Realtor Jou	A	A	10/01/10	09/30/11	Member
1-STRA	2010 Strategic Plan	A	A	07/09/10	09/30/10	Member
3-PSRV	2009 Presidential Scholarship Rev	A	A	02/06/10	09/30/10	Member

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MRI60200

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COMMITTEE CODE	COMMITTEE NAME	MS	CS	START DATE	ENDING DATE	POSITION / COMMENTS
10-PSRV	2010 Presidential Scholarship Rev	A	A	01/08/10	07/16/10	Member
10-HAR	2010 HAR Committees	A	A	01/01/10	12/31/10	Member rpac
10-BOD	2010 Board of Directors	A	A	10/01/09	09/30/10	Director-3 yrs left
10-PRRJ	2010 Public Relations/Realtor Jou	A	A	10/01/09	09/30/10	Member
09-BOD	2009 Board of Directors	A	A	10/01/08	09/30/09	do not use
07-GRAS	2007 Grassroots County (gac sub)	A	A	10/01/06	09/30/07	Member
06-GRAS	2006 Grassroots County (gac sub)	A	A	10/01/05	09/30/06	Member Johnson
03-PRES	2003 Pres Scholarship Review Comm	A	A	10/01/02	09/30/03	Member
01-AINA	2001 Aloha Aina Award Review	A	A	10/01/01	09/30/02	Member
01-PRES	2001 Pres Scholarship Review Comm	A	A	10/01/01	09/30/02	Member
02-INST	2002 Installation Luncheon	A	A	10/01/01	09/30/02	Member
02-PRES	2002 Pres Scholarship Review Comm	A	A	10/01/01	09/30/02	Member
00-APCA	2000 Aloha Aina People's Choice	A	A	10/01/00	09/30/01	Member
01-BOD	2001 Board of Directors	A	A	10/01/00	09/30/01	do not use
ELECT Y	09-Elected for 2010	A	I	08/19/09		