

# TOP AGENT MAGAZINE

## EDWARD ONOFRIO



Eddie Onofrio was living in Connecticut and running a printing shop before he and his family decided to move to the beautiful island of Moloka'i to be closer to relatives. Having fallen in love with the island, its natural beauty and laidback charm, Eddie decided to dive into the real estate

industry. That was in 2007, and Eddie saw his new career move as an opportunity to serve the community and engender homeownership amongst the locals. In 2011, Eddie became the owner of Moloka'i Realty, LLC, and has since crafted a sterling professional reputation. At the helm of a blossoming career, Eddie has built a practice founded on accessibility, people-first service, and an unwavering work ethic.

Eddie is licensed across Hawaii, but primarily focuses on serving the Moloka'i market. He has become a top selling agent on Moloka'i—a remarkable feat considering his close-knit, niche market on the island. As a realtor, Eddie focuses much of his energy on guiding locals away from burgeoning rents and into the investment security of homeownership. This dedication to his community accounts for his 80% rate of repeat and referral clientele. "It's really about hard work and dedication. Being accessible, answering the phone, taking the extra step," Eddie explains. "When I work with someone who doesn't know what to do or how to begin the process, I help them with everything—from working with lenders, escrow, to closing the transaction." It's not uncommon for Eddie to become friends with many of his clients, and he is more interested in building relationships for the long term than simply working towards a paycheck. "It's not about the money for me," he explains. "It's about helping people and building up the community." Eddie is blessed to have a personal connection to his work and clients, and does everything in his power to ensure the success and satisfaction of those he serves.

As for marketing his listings, Eddie is a diligent steward when it comes to preparing homes for market. Upon his initial consultation, Eddie completes a walkthrough with clients to identify certain updates and alterations that will add to a home's value and speed-up the selling process. He provides a checklist for staging and possible repairs, which clients can then use to increase their return on investment. From there, professional level photography accompanies

each listing, which is then syndicated across all major listing platforms online. "I spend hours preparing my listings," Eddie says. "I want to make sure every property looks its best when it hits the market." As for staying in touch with past clients, he takes the time to catch up, valuing the friendships he's formed over the course of his career. In reflecting on what he loves most about his work, Eddie says: "Helping local families get into a home and achieve their dream is amazing. It's a wonderful way to build up a community, and that brings me the most satisfaction."

Outside of the office, Eddie gives back locally in a myriad of ways. Beyond donating resources to support the schools and community, he also enjoys hosting large community events—free to the public—providing music, food, and games. In his free hours, he loves to watch *Seinfeld* with his family, decompressing with laughter.

In considering the future of his business, Eddie hopes to elevate the local real estate scene, fortifying his reputation for professionalism and integrity while leading and partnering with other real estate professionals in the region. Now, ten years after he began, Eddie is still fueled by the same passion for community-building that launched his career. Committed to the long-term success of those he's served and the future of the island, the best is assuredly still to come for Eddie Onofrio at Moloka'i Realty, LLC.



To learn more about  
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