



Will Tanaka and Leonie Lam

RB-24367 and RB-23762



As owners and brokers of Koi Realty, Will and Leonie combine legal insight, leadership experience and 100% hands-on real estate transaction expertise.

Will Tanaka is a licensed attorney with a background in title and escrow and is an adjunct Professor teaching real estate transaction law at the University of Hawaii's School of Law.

Leonie Lam spent more than two decades building and leading teams at two of the state's largest brokerages and serving as a Director with the Honolulu Board of Realtors.

Between them, they've successfully navigated countless high-stakes real estate challenges, including the transactions that demand uncommon expertise and judgement. Contested or distressed estates, properties tangled in title or tenant issues, deals where one wrong step creates dispute that outlasts the closing.

For premium buyers and sellers, that means clear, accurate execution that makes everything feel simpler instead of stressful. Staging, vendor coordination, negotiation, paperwork. All organized, explained and handled with compassion.

For trust and probate sales, it means meticulous documentation and patience that complicated, multi-party transactions demand. Their clients expect a clear plan, a timeline they can easily explain to other beneficiaries and a clean record that stands up if anyone questions it later. The same level of care applies whether you're buying your first home or selling a luxury property.

What clients tell them most often is they finally felt informed, secure and at peace. High-stakes property decisions are stressful enough. Take the chaos off your plate, so you can stay grounded and in control.



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