

MARIA N. ISOTOV, Realtor(S) & Land Development Planner

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Portfolio of Services/BIO

Licensed Real Estate Sales Person - Since 2010: DCCA Lic #: RS-73399; MLS RAM #: 23477

Maui Real Estate Advisors - Wailea Town Center, Wailea, Maui - Real Estate Salesperson

- **Full Service Real Estate Professional** - Buyer and Seller Representation - Sales And Marketing Program Services - Please request a detailed proposal to meet your specific needs. Seller services are both local and international thru use of existing client base, professional association base, Maui Real Estate Advisors, LLC. company and extensive internet marketing programs, board based and/or targeted direct solicitation and mail programs, internet marketing and presence (i.e. Maui Real Estate Advisors, LLC. is synonymous with exclusive and luxurious real estate here on Maui with an elite set of brokers and agents and an exceptional administrative team). Assisting Buyers and Seller via my well developed relationships with agents both locally and aboard, direct communications, studied market analysis and experience in negotiations to get the deal done with the highest client satisfaction that can be expected.
- **Developer Services** - Ms. Isotov assists some of the top developers on Maui as well as off-island investor developers in scoping, assessing, and securing properties with excellent development potential. Ms. Isotov keeps an extensive Development Property Portfolio. Tracking projects, joint venture options and development permits (i.e. resort, condominium, subdivisions, SMA major permits etc...). Thus, creating a collection of various development projects on Maui and their potential for resale. Evaluating property and development value potential via: property and market analysis, site inspections, surrounding land uses, entitlement research, existing and potential land use designations provides the client with a depth of knowledge not easily gained thru the standard realtor/client experience.
- **Land and Development Consultancy** - Ms. Isotov has extensive land use entitlement regulatory experience which she can draw from in the property acquisition phase to better assist her clients. This richness of professional relationships and agency regulatory experience provides the client with a substantive avenue to evaluate property 'potential' assertions positioning the buyer or the seller with a decided advantage in pricing and contract negotiations. This is a key factor in any property sale or acquisition. Ms. Isotov has been able to take millions off a property asking price just by knowing the regulatory factors affecting a property and articulating those factors thru the negotiation phase of a transaction.
- **Project Real Estate Sales** - Project visioning, marketing and sales strategy with a personalized design and sales team, which will never lose focus of the client goals. Collection to include: Market analysis, asset valuation assessment and pricing system, sales concept development, advertising and marketing projection outline and related brochures and sales materials(i.e. both internationally and domestically), staging and interior design if necessary.

LAND & WATER Planning and Consulting, Principle & Private Land Entitlement Consultant 2003 - present

Current and Past Project Services:

- **Project Management/Development Services** - Property locating and visioning services. Assess project/property infrastructure needs and regulatory demands, development team selection and management, project public hearing presentation.
- **Preliminary Project Site Review** - Regulatory entitlement and infrastructure assessment to successfully guide clients through evolving regulatory structure and diverse project development challenges, inherent to development in Maui County.
- **Change in Zoning and Community Plan Amendment (CIZ)**- Wailuku Shoreline property Subdivision and (3 lot) and Change in Zoning (Interim to R-3), Spyglass House, Tavares Bay, Paia, Maui (Pa'ia-Ha'iku Community Plan and County Zoning Map mapping error correction Public-Quasi Public to Residential R-3);
- **Conditional Use Permits (CP) and Special Use Permits (SUP)** -Commercial, Church, Bed and Breakfast, TVRs, Agricultural land recreational Use permit,
- **Mitigation and Conflict Resolution** - Mitigation services between public and private interests to resolve - private property violations, clarify and resolve misinterpreted regulatory processes and rules on behalf of private property owners, negotiation of regulatory requirements due to site specific issues. Working with varied private and public land owners to resolve project development impediments (i.e. negotiate easements, accesses, utility services, infrastructure improvements etc.);

- **Environment Assessments** - Women Helping Women facilities expansion project (State and Federal HUD EA); Blue Tile Beach House Seawall repair (State EA, County SMA major); Davison Waterline Improvement Project (EA); Puamana Shoreline Pool Restoration (ongoing), Spyglass Property Community Plan Amendment Environmental Assessment;
- **Subdivisions**-Varied private property owner subdivisions including Urban, Agricultural and Conservation Lands (Conservation District Boundary Determination processing);
- **Special Management Area Permits**-SMA major - Church, Sea walls, Multi-family renovation developments, Duplex, Airport Helicopter Facility (Mauisapes Helicopter Tour); Shoreline Setback Variances.
- **Shoreline mitigation, project management and consulting** - Hana Hotel - Hamoa Beach Wastewater replacement project, Puamana PUD Ocean Pool Restoration, Blue Tile Beach House Seawall Repairs, Kana'i A Nalu Beach Reclamation and Nourishment, Hono Kai AOA Beach Nourishment, Hyatt Regency Kaanapali shoreline protection for beach walk. Negotiations for retention of shoreline protection for private land owners. Research to determine existing Non-conforming status for existing shoreline protection structures. General preliminary consulting services for shoreline erosion related problems (i.e. regulatory analysis, project phasing outlines, agency regulatory negotiation services, solutioneering etc...).
- **Traffic Analysis** - Iglesia Ni Cristo Church Expansion Project; Davison Waterline Improvement Project along State Highways Right of Way Hana Highway Corridor.
- **Government and Community Affairs** - Assess project's potential risks to success (i.e. environmental, archaeological, appropriateness of location, Social - community responses etc...). Create Legislative Analysis and strategy to address potential risk's. Formulate community collaboration plan and implementation approach. Prepare innovative approaches to complex client/project requirements and issues.

EXPERIENCE

Staff Planner - County of Maui, Department of Planning

2002-2003

Assessed proposed development projects based on County, State and Federal rules, regulations and existing public infrastructure. Worked with State and County Agencies and professional consultants, private citizen groups and general public in project review. Drafted reports and recommendations based on finding to the Director. Established application compliance with County, State and Federal rules and regulations included: Special Management Area Assessments, Shoreline related permits, County Special Use, Environmental Assessments, Bed and Breakfast Applications, Historic District permits, Well permit requests, easement and subdivision requests and varied state resource management proposals, etc.

Water Resource Planner - County of Maui, Department of Water Supply

2000-2002

Worked with fiscal personnel, field crews and engineering staff to develop Hydraulic Model for Lahaina Water Service District. Reviewed proposed development projects with regard to water system infrastructures and compliance with environmental assessments and Environmental Impact Statements. Used GIS for project review and also to generate maps from GPS surveys. GPS'd West Maui water system. Trained staff members on GIS, GPS and Hydraulic Modeling. Managed Water System data through varied database software (i.e. Paradox 9). Manage college interns. Made presentations to grade school though high school level students on conservation practices and Water Treatment Plant working model. Researched avenues to fund watershed management programs.

Project Manager – Wetland Enhancement Mitigation Project (Eugene Oregon)

1995-1997

Organized and coordinated professionals, public agencies, University of Oregon Landscape Architecture students and a high school field biology class to act as a remediation team to enhance Oregon Department of Transportation (ODOT) constructed wetland ponds. Integrated information from soil scientist, wetland ecologists, botanists, planners, landscape architects and educators to establish project goals and implementation procedures to promote a functional wetland ecosystem. Developed wetland enhancement curriculum for high school students and wrote several successfully funded grants (e.g. Oregon Department of Transportation, Oregon County Fair Endowment and East Lane Soil & Water Conservation Service). Gave public presentations on television news programs, at local area community meetings and in University of Oregon Landscape Architecture classes. Local references: Dennis Todd (Professor University of Oregon, Honor College), Jennifer Guard (Wetland Consultant), Mike Shippey (ODOT).

Crystal Clear Nursery

1996-1997

Designed business strategic plan, operations and nursery landscape design. Performed business feasibility studies and coordinated with public agencies and private developers to secure wetland plant salvage sites prior to construction. Establish contracts with wetland consultants and construction contractors to secure large wholesale plant orders for wetland mitigation sites; Owner: Michael Van Pelt.

ADDITIONAL EXPERIENCE

Organizations – Haiku Community Association Advisory/Member 2003-07; Maui County Water Use and Development Plan Update-Upcountry Water District Committee Member-2003-10; American Planning Association 2000-11. National Association of Realtors 2010-present, Hawaii Association of Realtors 2010-present; Advisory to Puamana Homeowners Association.

Environmental Researcher – Emerald Wetland Consulting, Tom Pringle, Principle, Eugene, Oregon 1992-1996.

Cartography and GIS Intern – Willamette National Forest Service, United States Forest Service, Eugene, Oregon 1994-1995. Peter Eberhardt, Chief Cartographer.

Map Librarian – Oregon National Resource Council, Eugene Oregon 1994.

Sustainable Development City and Architectural Design Internship – Center of Maximum Potential Building Systems, Austin-Principles: Pliny Fisk and Gail Vittori-Premier Sustainability CITY Designer/Architect, Austin, Texas 1990-1991.

EDUCATION

- Bachelor of Science-Planning, Public Policy and Management, University of Oregon, 1999.
- Hydraulic Modeling-Trained in Water System Hydraulic Modeling with Advantica Stoner and Associates at Carlisle, PA 2002.
- Trimble Geomatics Surveying-Trimble authorized with Michael McInnis, 2002.
- Real Estate Salesperson License - State of Hawaii License No. RS-73399, State of Hawaii Department of Commerce and Consumer Affairs, November 2010-present
- National Association of Realtors GREEN Designation 2014

SKILLS

- Accomplished in grant writing of Federal, State and Private Funds.
- GIS mapping and environmental landscape interpretation and assessment.
- Broad based knowledge of environmental issues and sciences related to sustainability in varied environments. Interface/Negotiations on behalf of private and public interests. Established abilities in public speaking, interpersonal skills and written communications.
- Extensive technical report writing, data analysis, project preparation, organization, public hearing presentation, entitlement negotiations and violation mitigation with both State and County Agencies.
- Skilled in creating promotional materials for real estate sales advertising packages, photography, creative writing, target marketing properties to island, mainland and international Buyers. Skilled in property valuation and contract negotiations.

COMPUTER SKILLS

MS Word, PowerPoint, Publisher, Excel, Adobe Professional, ArcView GIS 3.a, Docusign, Dropbox, Paperless Pipeline, Skyslope, Zipforms