

ALA MOANA TOWER
COMMONLY ASKED QUESTIONS

1. WHAT ARE THE 3% AND 4% SELLER FINANCING PROGRAMS THAT ARE AVAILABLE?

There are two programs available depending on your needs and qualifications: 1) The Seller is offering an Agreement of Sale at 4% simple interest (APR 4%). It can be an interest only payment or it can be amortized over 30 years. The balance is due in 60 months (5 years), down payment is 20%. You must submit a loan application, credit report and supporting documents required to Point Financial and the Seller in order for them to evaluate your ability to qualify. 2) The Seller is offering a second mortgage at 3% simple interest (APR 3%). It can be an interest only monthly payment or it can be a 30-year amortized monthly payment due in 60 months (5 years). Down payment will vary depending on your qualification. We suggest you get qualified from one of our on-site lenders: First Hawaiian Bank, Central Pacific HomeLoans, Point Financial or Countrywide.

If you want more information call: Erminia Caracciolo (RA) 942-0249, Dee Kekahuna (RA) 457-5933, Cynthia Murphy (RA) 457-5578, Sandy Kelley (R) 375-5909

2. WHAT BUILDING IS FOR SALE?

The Ala Moana Tower is being converted into a condominium. It will consist of 105 residential apartments and 9 commercial apartments.

3. WHAT IS THE ADDRESS?

1617 Kapiolani Boulevard, Honolulu, Hawaii 96814

4. WHAT IS THE TAX MAP KEY?

(1) 2-3-41-11

5. WHO IS THE SELLER?

HIDC Ala Moana Development LLC

6. WHO WAS THE ARCHITECT?

Bauer, Mori and Lum Architects

7. WHEN WAS THE PROJECT CONSTRUCTED?

1968

8. WHAT IS THE PROPERTY SIZE?

25,000 Square Feet

9. HOW TALL ARE THE BUILDINGS?

17 Floors

Pricing and availability are subject to change without prior notice or obligation. Information herein deemed reliable, but not guaranteed.

10. HOW MANY APARTMENTS ARE FOR SALE?

Unit Type	Quantity	Beds/Bath	Net Living Area	Net Other Areas	Other Areas (lanai, garage, etc.)	Total Area
01, 02, 05, 06	59	2BR/2BA	798	132	Lanai	930
03, 04	30	1BR/1BA	511	78	Lanai	589
07	14	1BR/1BA	539	78	Lanai	617
Studio	1	Studio/1BA	383	43	Lanai	426
Penthouse	1	2BR/2BA	1,039	174	Lanai	1,213
Commercial	9	N/A	N/A	See Exhibit A	N/A	See Exhibit A

11. DO THE APARTMENTS HAVE LANAIS?

All apartments have lanais.

12. DO THE APARTMENTS HAVE A VIEW?

Most of the apartments have city views.

13. WHAT IS THE PRICE, SQUARE FOOTAGE, PARKING STALL NUMBER, MAINTENANCE FEE, ESTIMATED TAXES AND PERCENTAGE COMMON INTEREST?

Apt. No.	Unit Type	Interior Sq. Ft.	Percent Common Interest	Parking Stall No.	Parking Fund Payment 1 st Lease Year Per Month	Est. Monthly Maint. Fee	Est. Start-Up Working Capital Fund	Est. Monthly Property Taxes	Sales Price
101	Commercial	2,398	2.7127%	[1]	\$1,300	\$1,370.18	\$2,740.36	\$94.80	SOLD
102	Commercial	503	0.5690%	[1]	\$ 100	\$ 287.40	\$ 574.80	\$19.89	SOLD
201	Commercial	351	0.3971%	[1]	\$ 100	\$ 200.58	\$ 401.16	\$13.88	SOLD
202	Commercial	351	0.3971%	[1]	\$ 100	\$ 200.58	\$ 401.16	\$13.88	SOLD
203 [2]	Commercial	934	1.0566%	[1]	\$ 100	\$ 533.69	\$1,067.38	\$36.92	SOLD
204	Commercial	252	0.2851%	[1]	\$ 100	\$ 144.00	\$ 288.00	\$9.96	SOLD
206	Commercial	393	0.4446%	[1]	\$ 100	\$ 224.57	\$ 449.14	\$15.54	SOLD
207	Commercial	480	0.5430%	[1]	\$ 100	\$ 274.27	\$ 548.54	\$18.98	SOLD
208	Commercial	233	0.2636%	[1]	\$ 100	\$ 133.14	\$ 266.28	\$9.21	SOLD

Notes:

- [1] Commercial Parking - Covered Stalls: 101HC, 102, 103HC, 104, 105, 127C, 128, 129, 130, 135C, 136C, 137C, 138C, 139C, 140C; Open Stalls: 153, 154, 155, 156C
- [2] Apt 203 pays \$900/month for use of 12 additional parking stalls for 10 years. Payment increases \$60/month in years two (2) through ten (10).

Apt. No.	Unit Type	Beds/Baths	Interior Sq. Ft.	Lanai	Parking Stall No.	Percent Common Interest	Est. Monthly Maint Fee	Est. Start-Up Working Capital Fund	Est. Monthly Property Taxes	Sales Price
301	01	2/2	798	132	317C	1.0520%	\$531.37	\$1,062.74	\$36.77	\$418,500
302	02	2/2	798	132	318C	1.0520%	\$531.37	\$1,062.74	\$36.77	\$415,500
303	03	1/1	511	78	313C	0.6663%	\$336.55	\$ 673.10	\$23.29	\$295,200
304	04	1/1	511	78	328C	0.6663%	\$336.55	\$ 673.10	\$23.29	\$282,900
305	05	2/2	798	132	316C	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
306	06	2/2	798	132	319C	1.0520%	\$531.37	\$1,062.74	\$36.77	\$403,500
307	Studio	Studio	383	43	315C	0.4819%	\$243.41	\$ 486.82	\$16.84	SOLD
401	01	2/2	798	132	345	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
402	02	2/2	798	132	326	1.0520%	\$531.37	\$1,062.74	\$36.77	\$417,500
403	03	1/1	511	78	327C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
404	04	1/1	511	78	330C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
405	05	2/2	798	132	325C	1.0520%	\$531.37	\$1,062.74	\$36.77	\$412,500
406	06	2/2	798	132	324	1.0520%	\$531.37	\$1,062.74	\$36.77	\$412,500
407	07	1/1	539	78	331C	0.6980%	\$352.56	\$ 705.12	\$24.39	SOLD
501	01	2/2	798	132	124C, 208R	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
502	02	2/2	798	132	321C	1.0520%	\$531.37	\$1,062.74	\$36.77	\$440,000
503	03	1/1	511	78	332C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
504	04	1/1	511	78	333C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD

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Apt. No.	Unit Type	Beds/Baths	Interior Sq. Ft.	Lanai	Parking Stall No.	Percent Common Interest	Est. Monthly Maint. Fee	Est. Start-Up Working Capital Fund	Est. Monthly Property Taxes	Sales Price
505	05	2/2	798	132	320	1.0520%	\$531.37	\$1,062.74	\$36.77	\$423,500
506	06	2/2	798	132	125C, 207R	1.0520%	\$531.37	\$1,062.74	\$36.77	\$455,000
507	07	1/1	539	78	334C	0.6980%	\$352.56	\$ 705.12	\$24.39	SOLD
601	01	2/2	798	132	126C, 206R	1.0520%	\$531.37	\$1,062.74	\$36.77	\$454,500
602	02	2/2	798	132	152C, 205R	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
603	03	1/1	511	78	335C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
604	04	1/1	511	78	336C	0.6663%	\$336.55	\$ 673.10	\$23.29	\$293,200
605	05	2/2	798	132	141, 204R	1.0520%	\$531.37	\$1,062.74	\$36.77	\$445,500
606	06	2/2	798	132	235	1.0520%	\$531.37	\$1,062.74	\$36.77	\$418,500
607	07	1/1	539	78	310C	0.6980%	\$352.56	\$ 705.12	\$24.39	\$299,200
701	01	2/2	798	132	240	1.0520%	\$531.37	\$1,062.74	\$36.77	\$426,500
702	02	2/2	798	132	241	1.0520%	\$531.37	\$1,062.74	\$36.77	\$423,500
703	03	1/1	511	78	311C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
704	04	1/1	511	78	312C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
705	05	2/2	798	132	242	1.0520%	\$531.37	\$1,062.74	\$36.77	\$420,500
706	06	2/2	798	132	226	1.0520%	\$531.37	\$1,062.74	\$36.77	\$420,500
707	07	1/1	539	78	143C	0.6980%	\$352.56	\$ 705.12	\$24.39	\$300,200
801	01	2/2	798	132	223	1.0520%	\$531.37	\$1,062.74	\$36.77	\$428,500
802	02	2/2	798	132	142, 203R	1.0520%	\$531.37	\$1,062.74	\$36.77	\$450,500
803	03	1/1	511	78	123C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
804	04	1/1	511	78	122	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
805	05	2/2	798	132	144, 202CR	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
806	06	2/2	798	132	222	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
807	07	1/1	539	78	314C	0.6980%	\$352.56	\$ 705.12	\$24.39	SOLD
901	01	2/2	798	132	221	1.0520%	\$531.37	\$1,062.74	\$36.77	\$430,500
902	02	2/2	798	132	145C, 201CR	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
903	03	1/1	511	78	329C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
904	04	1/1	511	78	309	0.6663%	\$336.55	\$ 673.10	\$23.29	\$296,200
905	05	2/2	798	132	146C, 232R	1.0520%	\$531.37	\$1,062.74	\$36.77	\$451,500
906	06	2/2	798	132	147C, 231R	1.0520%	\$531.37	\$1,062.74	\$36.77	\$451,500
907	07	1/1	539	78	307	0.6980%	\$352.56	\$ 705.12	\$24.39	\$304,200
1001	01	2/2	798	132	148C, 230R	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1002	02	2/2	798	132	149C, 228R	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1003	03	1/1	511	78	304	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
1004	04	1/1	511	78	245C	0.6663%	\$336.55	\$ 673.10	\$23.29	\$324,500
1005	05	2/2	798	132	133C, 134C	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1006	06	2/2	798	132	301CT, 108R	1.0520%	\$531.37	\$1,062.74	\$36.77	\$486,000
1007	07	1/1	539	78	302	0.6980%	\$352.56	\$ 705.12	\$24.39	\$306,200
1101	01	2/2	798	132	132C, 107R	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1102	02	2/2	798	132	131C, 106R	1.0520%	\$531.37	\$1,062.74	\$36.77	\$456,500
1103	03	1/1	511	78	344	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
1104	04	1/1	511	78	343	0.6663%	\$336.55	\$ 673.10	\$23.29	\$298,200
1105	05	2/2	798	132	218	1.0520%	\$531.37	\$1,062.74	\$36.77	\$426,500
1106	06	2/2	798	132	217	1.0520%	\$531.37	\$1,062.74	\$36.77	\$428,500

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Apt. No.	Unit Type	Beds/Baths	Interior Sq. Ft.	Lanai	Parking Stall No.	Percent Common Interest	Est. Monthly Maint. Fee	Est. Start-Up Working Capital Fund	Est. Monthly Property Taxes	Sales Price
1107	07	1/1	539	78	342	0.6980%	\$352.56	\$ 705.12	\$24.39	\$308,200
1201	01	2/2	798	132	227, 229C	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1202	02	2/2	798	132	234, 233C	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1203	03	1/1	511	78	341	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
1204	04	1/1	511	78	340	0.6663%	\$336.55	\$ 673.10	\$23.29	\$299,200
1205	05	2/2	798	132	224, 225C	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1206	06	2/2	798	132	219	1.0520%	\$531.37	\$1,062.74	\$36.77	\$430,500
1207	07	1/1	539	78	339	0.6980%	\$352.56	\$ 705.12	\$24.39	\$310,200
1401	01	2/2	798	132	323, 322C	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1402	02	2/2	798	132	306, 305C	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1403	03	1/1	511	78	338	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
1404	04	1/1	511	78	337	0.6663%	\$336.55	\$ 673.10	\$23.29	\$300,200
1405	05	2/2	798	132	246CT, 247CT	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1406	06	2/2	798	132	308C, 109R	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1407	07	1/1	539	78	220C	0.6980%	\$352.56	\$ 705.12	\$24.39	\$312,200
1501	01	2/2	798	132	216	1.0520%	\$531.37	\$1,062.74	\$36.77	\$440,500
1502	02	2/2	798	132	215	1.0520%	\$531.37	\$1,062.74	\$36.77	\$437,500
1503	03	1/1	511	78	243C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
1504	04	1/1	511	78	236C	0.6663%	\$336.55	\$ 673.10	\$23.29	\$301,200
1505	05	2/2	798	132	214	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1506	06	2/2	798	132	213	1.0520%	\$531.37	\$1,062.74	\$36.77	\$434,500
1507	07	1/1	539	78	237C	0.6980%	\$352.56	\$ 705.12	\$24.39	\$314,200
1601	01	2/2	798	132	212	1.0520%	\$531.37	\$1,062.74	\$36.77	\$442,500
1602	02	2/2	798	132	211	1.0520%	\$531.37	\$1,062.74	\$36.77	\$439,500
1603	03	1/1	511	78	238C	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
1604	04	1/1	511	78	239C	0.6663%	\$336.55	\$ 673.10	\$23.29	\$302,200
1605	05	2/2	798	132	210	1.0520%	\$531.37	\$1,062.74	\$36.77	\$436,500
1606	06	2/2	798	132	209	1.0520%	\$531.37	\$1,062.74	\$36.77	\$436,500
1607	07	1/1	539	78	244C	0.6980%	\$352.56	\$ 705.12	\$24.39	\$316,200
1701	01	2/2	798	132	121	1.0520%	\$531.37	\$1,062.74	\$36.77	\$444,500
1702	02	2/2	798	132	120	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1703	03	1/1	511	78	303	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
1704	04	1/1	511	78	118C	0.6663%	\$336.55	\$ 673.10	\$23.29	\$303,200
1705	05	2/2	798	132	116	1.0520%	\$531.37	\$1,062.74	\$36.77	\$438,500
1706	06	2/2	798	132	117	1.0520%	\$531.37	\$1,062.74	\$36.77	\$438,500
1707	07	1/1	539	78	119	0.6980%	\$352.56	\$ 705.12	\$24.39	\$318,200
1801	01	2/2	798	132	111	1.0520%	\$531.37	\$1,062.74	\$36.77	\$446,500
1802	02	2/2	798	132	110	1.0520%	\$531.37	\$1,062.74	\$36.77	SOLD
1803	03	1/1	511	78	115	0.6663%	\$336.55	\$ 673.10	\$23.29	SOLD
1804	04	1/1	511	78	114	0.6663%	\$336.55	\$ 673.10	\$23.29	\$307,200
1805	05	1/1	539	78	113	0.6980%	\$352.56	\$ 705.12	\$24.39	\$328,500
1806	PH	2/2	1,039	174	150C, 151C	1.3743%	\$694.16	\$1,388.32	\$47.95	\$592,000
1807	07	1/1	539	78	112	0.6980%	\$352.56	\$ 705.12	\$24.39	SOLD

C=Compact Stall, T=Tandem Stall, HC=Handicap Accessible Stall, R=Rented Stall

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14. WHAT APPLIANCES ARE INCLUDED WITH THE APARTMENTS?

Each apartment has a refrigerator, range/oven, window A/C and disposal. Single bedroom units do not have a kitchen or appliances. Penthouse apartment has a washer and dryer and dishwasher.

15. WHAT IF AN APPLIANCE IS NOT WORKING?

If possible, it will be repaired or a \$200 credit will be given to buyer at closing except for garbage disposals; it will be \$100.

16. IS PARKING INCLUDED?

Each residential apartment comes with one assigned parking stall. Commercial apartments share 19 parking stalls and get to use 4 additional parking stalls. Read the condominium documents for a detailed explanation of how the parking stalls are used.

17. WHO MANAGES THE BUILDING?

Hawaiiiana. A Property Manager hasn't been assigned yet.

18. WHAT IS THE AOA?

It is the Association of Apartment Owners. Each owner gets to vote for other owners who will represent them as the Board of Directors. Members of the Board of Directors are responsible for the administration of the building. I like to think of the AOA Board of Directors as the "City Council" for the Ala Moana Tower Condominium.

19. CAN A TENANT BUY?

Yes. Residential tenants have the first right of refusal to purchase the apartment they are living in. They will receive three percent (3%) credit at closing if they close in the first bulk closing scheduled for Monday, February 11, 2008. The Seller hasn't decided whether to sell the commercial units.

20. ARE APARTMENTS SOLD "AS IS"?

Yes. They are sold "as is". Seller is giving buyers (other than tenant buyers, see #18) one-half percent (1/2%) credit paid at closing (i.e., \$280,000 purchase price = \$1,400 credit) if they close in the first bulk closing scheduled for Monday, February 11, 2008. The commercial units are sold "as is" and no credits will be given to the buyers.

21. ARE CHILDREN ALLOWED?

Yes

22. CAN I PAY CASH?

Yes

23. WHAT LENDERS CAN I GO TO TO GET A PREQUALIFICATION LETTER AND LOAN COMMITMENT LETTER THAT IS ACCEPTABLE TO SELLER?

The lenders that are acceptable are: Point Financial, Inter Island Home Loans, Central Pacific HomeLoans and First Hawaiian Bank.

24. WHERE CAN I GO FOR FINANCING?

First Hawaiian Bank, Point Financial and Inter Island Home Loans and Central Pacific HomeLoans offer good programs for owner-occupants or investors. You are free to go to whichever lender offers you the best financing. If you go to another lender besides the ones listed above, you may have to pay additional fees they charge (if any), additional fees to escrow and \$1,000 to the Developer for the extra processing it takes. You will also lose any developer credits, if any given.

25. WHAT TYPE OF FINANCING IS AVAILABLE?

There are many different programs available. Check with your lender for the best plan that meets your needs.

26. WHEN WILL THE CLOSING OCCUR?

Within 30 to 45 days depending on the type of financing you choose.

27. WHAT IMPROVEMENTS DOES THE SELLER PLAN TO MAKE AND WHEN?

Seller does not plan to make any improvements and is selling the apartments in "as is" condition. Seller will instruct Escrow to transfer to an account of the Association the sum of \$6,085 per apartment at recordation as a contribution to the Association's maintenance and other expenditure reserves. Seller is contributing a total sum of \$833,670 to the Association, \$561,670 of which shall cover future Project reserve expenditures for the years 2007 through 2013, \$125,000 of which shall cover a down payment and closing costs toward the Association's purchase of Unit No. 305 for use as a resident manager's unit, and \$147,000 of which shall cover a portion of the cost for miscellaneous repair expenditures and upgrades recommended by the Project architect.

28. WHAT IS INCLUDED IN THE MAINTENANCE FEE?

Included in maintenance fees are electricity, water, sewer, common area maintenance and insurance.

29. WHAT AMENITIES ARE THERE?

Swimming Pool

30. ARE THERE ELEVATORS?

Yes. There are two elevators.

31. ARE THERE WASHERS AND DRYERS IN THE APARTMENTS?

The Seller is giving money to the AOA to install a laundry room on each floor with two washers and two dryers. Please read the condominium documents for the details. Currently there is a common laundry.

32. IS THERE A TRASH CHUTE?

The Seller is giving money to the AOA to install a trash chute on each floor. Please read the condominium documents for full details. Currently there is a trash receptacle located at the entry to parking lot.

33. DO BUYERS CONTRIBUTE TO THE AOA?

Yes. Buyers will pay a monthly maintenance fee. A portion of the maintenance fee will be used to sustain the reserves. In addition, at closing buyers who purchase will contribute to the AOA start-up fund:

Residential/Single Bedroom Units:	
Types 01, 02, 05, and 06	\$1,062.74
Types 03 and 04	\$ 673.10
Type 07	\$ 705.12
Studio (Unit No. 307)	\$ 486.82
Penthouse (Unit No. 1806)	\$1,388.32

Commercial Units:	
Unit No. 101	\$2,740.36
Unit No. 102	\$ 574.80
Unit No. 201	\$ 401.16
Unit No. 202	\$ 401.16
Unit No. 203	\$1,067.38
Unit No. 204	\$ 288.00
Unit No. 206	\$ 449.14
Unit No. 207	\$ 548.54
Unit No. 208	\$ 266.28

34. CAN I COMBINE APARTMENTS?

The AOA has no rules against it. As long as you get the necessary building permits, and approval of architect, structural engineer, and AOA.

35. IS THERE A SECURITY SYSTEM?

Yes. There is an enter phone system and you need a card to operate the elevators.

36. IS THERE A PLACE TO WASH MY CAR?

Not on premises. Because of new environmental laws, you have to be very careful about not letting water into the sewer system.

37. IS THERE ANY GUEST PARKING?

No.

38. IS THERE ADDITIONAL STORAGE?

There is no additional storage available on-site.

39. DO THE APARTMENTS HAVE SPRINKLERS?

No. Building was built before this was required.

40. IS THERE ASBESTOS AND LEAD PAINT?

Buyers should read copy of report provided by Seller.

41. IS THERE BICYCLE PARKING?

Yes. The Association of Apartment Owners(AOAO) will set the rules.

42. WHAT IS THE MINIMUM NUMBER OF DAYS AN APARTMENT CAN BE RENTED?

Not less than 30 days.

43. ARE WATERBEDS ALLOWED?

The House Rules forbid waterbeds.

44. DOES THE BUILDING HAVE ANY HANDICAP ACCESSIBLE APARTMENTS?

No. The building does not comply with the Americans with Disabilities Act or Fair Housing Act requirements for disability accommodations.

45. WHEN WILL THE ASSOCIATION OF APARTMENT OWNERS HAVE ITS FIRST MEETING?

Per the By-Laws, it must occur within 180 days after the first apartment is conveyed and prior to that meeting, 40% or more apartments have been sold and recorded.

46. ARE PETS ALLOWED?

Yes. Approval must be obtained from the AOAO.

47. WHO WILL BE THE ESCROW COMPANY?

Title Guaranty Escrow Services, Inc.

48. DOES HIHLTD COOPERATE WITH OUTSIDE BROKERS?

Yes. We probably have the most broker friendly policy compared to other companies. Brokers will be paid a commission if they register their client prior to signing a reservation or their client registers the broker at the time they sign a reservation. Commission is 3% of purchase price after concessions, if any. No commissions will be paid to cooperating brokers on tenant purchases or preferred buyers (during preferred period). Cooperating brokers can represent tenants and preferred buyers and can be compensated by the buyer if the buyer agrees.

49. WHAT IS THE COMMISSION POLICY?

Cooperating Broker Buyer: *Cooperating Broker must accompany his/her Buyer on initial visit, registers his/her Buyer before the Buyer visits the project or Buyer registers Broker on initial visit and the Cooperating Broker's commission will be paid. If your Broker told you about this project and you want them to represent you, please put their name and their company name on the space provided on the form. Three percent (3%) courtesy (after credits, if any) will be paid on this project except as set forth below.*

Tenants: *No commissions will be paid to Cooperating Brokers who represent tenants of Ala Moana Tower. It is the client's choice to decide if he/she wants the Cooperating Broker representation and in such an event the Tenant (Buyer) shall be solely responsible for the Cooperating Broker's commission and Seller will not pay a commission to Cooperating Broker.*

Preferred Buyers: *During the Preferred Buyer period, no commissions will be paid to Cooperating Broker. During the Preferred Buyer period, please inquire with a Hawaiian Island Homes' Agent approximately when the Preferred Buyer period ends.*

Unregistered Buyer: *Outside Broker will not receive a commission from Seller or Seller's agent if Buyer was not accompanied, pre-registered or the Buyer did not register their Broker on their first visit to the project.*

50. Do I need to bring a check?

If you contract to purchase, you will need a check for \$1,000 made payable to Title Guaranty Escrow Services, Inc. for your earnest money deposit and a check for \$500 made payable to your lender.

51. Should I meet with a lender?

We suggest you get a pre-qualification letter based on a full credit report. There will be lenders from Countrywide, First Hawaiian Bank, Point Financial and Central Pacific HomeLoans on-site to help you. Our website (www.hihltd.com/alamoanatower) has contact information for the various lenders.

52. Can I assign my contract?

No. Seller does not allow assignment of contracts.