

Caleb M. Yamanaka (R) CCIM RB-20242
Principal Broker – Iokua Real Estate, Inc.

Experience:

Recent:

- A&A Hawaii Inc
 - sold 10,000 sqft industrial warehouse – TMK 3-2-1-008-026-005 – 12/11/19
- Nakoamana Kaialii Ventures LLC
 - assisted Buyer with purchase of 680 Manono St – TMK 3-2-2-034-012 – Buyer to redevelop parcel for insurance office.
 - Assisting customer in search for future office site in Kailua-Kona
- Kaloko Heights – Proposed over 1,000 unit development – Kailua-Kona
 - Prepared market analysis and market report for developer's lender
 - Project is a proposed 1000+ unit development in Kailua-Kona
 - Project expected to break ground in 2021 and Iokua Real Estate, Inc. (Caleb Yamanaka) is the listing agent.

Past Clients:

- 3D Investments (owner TMK 3-9-2-001-072) – 16,456.55 acres
 - Assisted in the land management for owner of the property
 - Assisted in the sale of the land in August 2006
- Nani Kahuku Aina (owner TMK 3-9-2-001-072) – 16,456.55 acres
 - 2006 – 2011 – provided land management services to the owner of the property
 - Consultant for the public outreach of the development of coastal lands
- Dillow Group LLC (owner of over 100 acres in Kurtistown/Iwasaki Camp)
 - Listing agent for owner's subdivision of lands TMK 3-1-7-031-022, 023, 024, 025, 026, 027, 028 & 031 – 2006-2007
- Surety Kohala Corporation (over 2,500 acres in North Kohala)
 - 2010 - Hired to create an "in-house" report on the valuation of all lands owned by the company.
 - Total of 57 lots and 2,717 acres through North Kohala.
 - Parcels were of a variety of zoning – including potential resort development, oceanfront, single family residence, industrial, agriculture and conservation zonings.
- W.H. Shipman Ltd – (owner of over 16,000 acres, mostly in Puna district)
 - 2008 – 2011 – contracted as the listing agent for Shipman Industrial Park Increment 1-D
 - Listed and sold for the owner 21 industrial zoned lots

Pacheco, Crystallene K.

From: Caleb Yamanaka <cyamanaka@iokuarealestate.com>
Sent: Wednesday, July 14, 2021 4:43 AM
To: Pacheco, Crystallene K.
Cc: Nakagawa, Diane
Subject: Re: FY2021-22 Real Estate Broker & Salesperson: Land Agent, Iokua Residential Services
Attachments: Caleb Yamanaka Experience.docx

Hi Crystallene,

Attached is my previous list of experiences. Since last submitted and deemed qualified, the company itself has grown larger and currently has 3 offices in Keaau, Hilo and Waikoloa. The number of licensed real estate agents has grown to 27. Since June of 2020, Iokua has completed roughly \$97 million in sales transactions.

Personally in 2020 - 2021 development or acquisition projects that I have completed:

1. 938 Kupulau - 5 lot subdivision in Waiakea Uka (identified land, acquired, subdivided and sold)
2. 15 Laimana St- currently in development for commercial and multi-family use (identified and acquired land).
3. 60 acre agriculture acquisition for a client in Upper Hakalau

Please let me know what other documentation you may need. I continue to work with my larger land clients as listed, though we have not completed any transactions in the last year, I am a resource to them. I can understand if the County would choose another vendor for whatever reason, but to say I am not qualified is something that I cannot wrap my head around.

Thank you,
Caleb

On Mon, Jul 12, 2021 at 2:13 PM Pacheco, Crystallene K. <Crystallene.Pacheco@hawaiiicounty.gov> wrote:

Hi Mr. Yamanaka,

You did meet last year's qualifications after we requested additional information such as any recent land acquisitions, valuations, income properties, development that captured a variety of transactions and real estate services your company had experience in. You provided a list of recent and past client services.

Please submit an updated list of current/recent/past client services and I will submit them to the Qualification Review Committee for review.

Thank you!

Crystallene

From: Caleb Yamanaka [mailto:cyamanaka@iokuarealestate.com]

Sent: Monday, July 12, 2021 1:53 PM

To: Pacheco, Crystallene K. <Crystallene.Pacheco@hawaiicounty.gov>

Cc: Nakagawa, Diane <Diane.Nakagawa@hawaiicounty.gov>

Subject: Re: FY2021-22 Real Estate Broker & Salesperson: Land Agent, Iokua Residential Services

Hi Crystallene,

I am curious how the company didn't meet the qualifications this year? We met it last year so I am wondering what about the qualifications were we lacking?

Thank you,

Caleb

On Mon, Jul 12, 2021, 4:42 PM Pacheco, Crystallene K. <Crystallene.Pacheco@hawaiicounty.gov> wrote:

Good afternoon Mr. Yamanaka,

Please see attached letter. No hard copy to follow.

If you have any questions, please feel free to contact me.

Thank you,

Crystallene K. Pacheco

Secretary to the Director

Finance Department

25 Aupuni Street, Suite 2103

Hilo, HI 96720

Phone: (808) 961-8971

DEPARTMENT OF FINANCE	
DATE REC'D: JUN 02 2021	
ROUTE TO:	
COPY TO:	
ACTION: <i>For GVS f</i>	
FILE: <i>Real estate broker</i>	



County of Hawaii
Attn: Ms. Deanna Sako,
Director of Finance
25 Aupuni St. Ste 2103
Hilo, HI 96720

RE: Statement of Qualifications and Expression of Interest

Dear Ms. Sako,

This letter shall include a statement of my firms' qualifications and our interest to be considered as a service provider for the County of Hawaii as a Real Estate Broker and Salesperson (Land Agent).

Iokua Real Estate, Inc.
Principal Broker – Caleb Yamanaka (R) CCIM
cyamanaka@iokuarealestate.com
(808) 938-2926

Locations:

234 Waianuenue Ave Ste 219
Hilo, HI 96720

68-1845 Waikoloa Rd. . Unit 104
Waikoloa, HI 96738

Iokua Real Estate, Inc. was formed in August 2015 and has been in operation since. Currently there are nine (9) employees and twenty-one (21) sales agents. Over the past 5 years, Iokua has been a growing company so as an average of the last 5 years Iokua has had four (4) employees and six (6) sales agents.

Caleb Yamanaka (R) CCIM, is the point of contact for Iokua Real Estate, Inc., and the key employee specifically in terms of working with the County of Hawaii. Caleb Yamanaka has been a licensed real estate salesperson since January 2001 and a licensed broker since May 2009. Prior to becoming the Principal Broker of Iokua, Caleb had also been the Broker-In-Charge of Yamanaka Enterprises Inc.

Iokua Real Estate, Inc. dba Iokua Residential Services
PO Box 4620, Kailua-Kona, HI 96745
(808) 938-2926 – cyamanaka@iokua.co – iokuarealestate.com



Caleb also holds the designation of CCIM (Certified Commercial Investment Member) which represents demonstrated experience in financial, market and investment analysis as well as negotiation of commercial real property. Currently there are only eight (8) real estate Broker's on the Island of Hawaii with the CCIM designation.

Past and Current Clients:

Steven Lundquist
61lundquist@gmail.com
(253) 988-5038

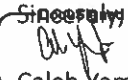
Susie Osborne, Kua O Ka La
susie@kuaokala.org
(808) 640-3439

Craig Takamine, Takamine Construction
craig@takamineconstruction.com
(808) 989-8044

Kimo Lee, W.H. Shipman
klee@whshipman.com
(808) 896-6770

Eunice Muramoto, A&A Hawaii Inc.
eunice@muramotocpa.com
(808) 961-3232

Thank you for your consideration.

Sincerely,

Caleb Yamanaka

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