

DEPARTMENT OF FINANCE  
DATE REC'D: JUL 14 2025  
ROUTE TO:  
COPY TO:  
ACTING:  
FILE:  
*Prof. Serv.*  
*RE. Broker & Salesperson*  
*(Land Agent)*



220 South King Street, Suite 1800  
Honolulu, Hawaii 96813  
Phone: 808.524.2666  
Fax: 808.523.9792  
www.colliers.com

June 19, 2025

Ms. Diane Nakagawa  
Director of Finance  
County of Hawaii  
25 Aupuni Street, Suite 2103  
Hilo, HI 96720

**Re: Professional Services Application FY 2026: Letter of Interest – Real Estate Broker & Salesperson**

Dear Ms. Nakagawa,

Colliers International, Hawaii is submitting this letter of interest for the Professional Services Application for the category of **Real Estate Broker & Salesperson**. Our hope is to be included as a potential vendor for any future County of Hawaii commercial real estate project solicitations.

Established in 1973, Colliers International, Hawaii has grown into one of the largest commercial real estate consulting, brokerage and property management firms in Hawaii. The Colliers Hawaii consulting team has been actively involved advising developers, investors and financial lenders for their commercial real estate components of their planned developments.

Some of our recent sales transactions include:

- Sale of retail space on Likana Lane in July 2022 representing the seller (\$4,500,000).
- Sale of industrial space on Makaakla Street in October 2023 representing the buyer (\$6,265,000).
- Sale of land on Milo Street in December 2024 representing the seller and the buyer (\$2,000,000).
- Sale of land on Kaiwi Street in April 2025 representing the buyer (\$5,000,000).

For any questions relating to this submittal letter or our qualifications, please feel free to contact me at 808-523-9792 or [mike.hamasu@colliers.com](mailto:mike.hamasu@colliers.com) or you may also contact Nanette Vinton at 808-523-9764. We look forward to hearing from you.

Sincerely,  
COLLIERS INTERNATIONAL HI, LLC

Mike Hamasu  
Director of Consulting and Research



## STATEMENT OF QUALIFICATIONS

COUNTY OF HAWAII – REAL ESTATE BROKER & SALESPERSON

**FIRM APPLYING: COLLIERS INTERNATIONAL, HAWAII**

### LOCATION OF OPERATIONS:

MAIN: HONOLULU, HI  
220 S. KING STREET, STE. 1800  
HONOLULU, HI 96813

WAIKOLOA, HI  
68-18445 WAIKOLOA RD.  
WAIKOLOA, HI 96738

WAILUKU, HI  
PO BOX 3138  
790 EHA STREET  
WAILUKU, HI 96793

**AGE OF FIRM:**  
ESTABLISHED IN 1973 – 52 YEARS

**NUMBER OF EMPLOYEES:**  
123

### KEY MEMBERS OF REAL ESTATE CONSULTING DIVISION:

**MIKE HAMASU**  
Director of Consulting and Research  
MBA – San Francisco State University  
Twenty-five years real estate consulting experience  
Consulted on more than \$2.0 billion in developments

**NANETTE VINTON (S)**  
Project Manager  
MBA – Hawaii Pacific University  
Twenty years real estate consulting experience  
Worked with KPMG and CBRE

### REFERENCES: PAST PROJECTS

- |  |              |
|--|--------------|
| 1. SCOTT RODIE – BANK OF HAWAII              | 808-694-4556 |
| 2. ASHLEY FLYNN – LILIUOKALANI TRUST         | 808-348-9394 |
| 3. STANFORD CARR – STANFORD CARR DEVELOPMENT | 808-537-5220 |
| 4. MICHELE OTAKE – CASTLE & COOKE            | 808-271-2634 |
| 5. AEDWARD LOS BANOS - HCDA                  | 808-594-0343 |



**RECENT SALES TRANSACTIONS (2019-PRESENT):**

1. Honokohau Industrial Park sale representing McClean Honokohau Properties LP etal - \$2,100,000
2. Honokohau Industrial Park sale representing McClean Honokohau Properties LP etal - \$4,300,000
3. Shipman Industrial Park sale representing Michael Thomas Flemming - \$690,000
4. Honokohau Nui sale representing West Hawaii Business Park, LLC - \$7,485,350
5. Kauhola Street sale representing ODEX Kona II LLC - \$2,700,000
6. 202 Hoku Street sale representing Foley Family Trust - \$425,000
7. 73-4818 Kanalani Street sale representing Admor HVAC Products, Inc. and Bahia LLC - \$3,300,000
8. 203 Kekuaanaoa Street sale representing HSC, Inc. - \$4,700,000
9. 78-6957 Kamehameha III Road sale representing Pacifica Big Island LLC - \$4,225,000
10. 17 Makaala Street sale representing Goodwill Industries of Hawaii, Inc. - \$6,265,000
11. 75-5652 Likana Lane sale representing Lenore Lincoln LLC – \$4,500,000
12. Milo Street sale representing Longs Drug Stores California LLC and Great American Storage LLC – \$2,000,000
13. 74-5529 Kaiwi Street sale representing Hawaiian Telcom, Inc. - \$5,000,000



Colliers



Colliers Hawaii

# Services and Capabilities

## Colliers at a Glance



Revenue  
**\$4.9B+**  
(US\$)



Established in  
**70**  
Countries



Managing  
**2B**  
(square feet)



Lease/sale  
transactions  
**46,000**



Assets under  
management  
**\$100B**  
(US\$)



Comprised of  
**23,000**  
professionals

Accelerating success.

# Colliers Hawaii



Established in 1973, Colliers' Hawaii office is the premiere commercial real estate brokerage and property management firm in the islands. As the largest, most active full service commercial real estate firm in Hawaii, Colliers is staffed with the most respected, active and experienced brokerage, property management and advisory services professionals in the industry.

Centrally located in downtown Honolulu, our main office has over 100 associates on staff, with over 65 licensed personnel, many of whom have professional designations and/or affiliations with the following industry organizations: Building Owners and Managers Association, Certified Commercial Investment Members, Institute of Real Estate Management, International Council of Shopping Centers, National Association of Industrial and Office Properties, and Society of Industrial and Office Realtors.

Colliers continues to differentiate itself in the market with a unique information technology and service delivery platform, innovative training programs, and 580 offices across 70 countries. As a result, Colliers continues to outperform competitors in this fragmented but consolidating industry. Colliers' footprint includes the US, Canada, Australia, China, Central and Eastern Europe, India, Latin America, and many other emerging markets. Overall, the groups of over 23,000 employees participate in more than \$116 billion in commercial real estate transactions each year. With two licensed attorneys and a certified public accountant on our Honolulu staff, Colliers offers its clients a higher level of expertise and professionalism and touts a platform unmatched in Hawaii.

## Pacific Business News | Real Estate Firms, Commercial 2024

◆ Previous year's rank

	BUSINESS NAME / 2023 RANK (* DID NOT PREVIOUSLY RANK) WEBSITE	ADDRESS PHONE	YEAR ESTABLISHED IN HAWAII	RENTABLE SQ. FT. DIRECTLY MANAGED ↓	COMMERCIAL PROPERTY MANAGERS	TOP LOCAL EXECUTIVE(S)
1	<b>COLLIERS INTERNATIONAL</b> colliers.com	◆ 220 S. King St., #1800 Honolulu, HI 96813 808-521-2611	1977	10,244,518	34	Sarah Morihara, President/Managing Director sarahm@colliershawaii.com
2	<b>SOFOS REALTY CORP.</b> sofosrealty.com	◆ 600 Kapiolani Blvd., #200 Honolulu, HI 96813 808-522-5999	1989	9,315,000	6	Steven Sofos, Chairman/CEO ssofos@sofosrealty.com Nora Bland, SVP nbland@sofosrealty.com Marla Del Rosario, Corporate Controller
3	<b>CBRE INC.</b> cbre.us/hawaii	◆ 1003 Bishop St., #1800 Honolulu, HI 96813 808-521-1200	1986	7,642,611	11	Blair Bonuccelli, Managing Director blair.bonuccelli@cbre.com
4	<b>HAWAIIANA MANAGEMENT CO. LTD.</b> hmcmgt.com	◆ 711 Kapiolani Blvd., #700 Honolulu, HI 96813 808-583-9100	1984	4,781,748	30	Jon McKenna, President Mele Heresa, VP
5	<b>CUSHMAN &amp; WAKEFIELD CHANEYBROOKS</b> chaneybrooks.com	◆ 1440 Kapiolani Blvd., #1010 Honolulu, HI 96814 808-544-1600	1961	4,622,564	9	Steve Sombbrero, President ssombbrero@chaneybrooks.com Joseph Haas, Managing Director jhaas@chaneybrooks.com

Colliers specializes in providing consulting, sales, leasing and management services for office, retail and industrial properties, including the sales of resort, development, golf, and mortgage notes. Colliers prides itself on strong local expertise with national and international capabilities, and a reputation for exceeding expectations. With our proven success, we continuously receive inquiries from investors and tenants around the world about opportunities in the Hawaii marketplace.

## Brokerage

### Investment Sales & Leasing Expertise

Our Brokerage Division, comprised of professionals in commercial real estate investment sales as well as office, retail and industrial leasing, has directed on average more than 800 transactions in Hawaii per year. These specialists are noted experts with extensive knowledge of deal structures, landlord financial thresholds, investor criteria, and market trends to best advise our clientele on the correct methods, negotiation strategies and ideal timing to consummate a deal. Whether for a landlord, tenant, seller, owner-user or investor, Colliers has the professionals, resources and expertise to achieve and surpass our clients' objectives.



Kapolei Trade Center  
Industrial Sales & Leasing



Kamehameha Schools  
Office & Retail Leasing

## Consulting & Research

### Client Advisory

Providing real estate advice and guidance to a wide variety of clients in virtually all segments of the real estate industry, Colliers Consulting is committed to supporting the unique requirements of our clients. Our primary mission is to comprehend, quantify and predict trends so that our clients may make decisions based on knowledge, rather than speculation. Colliers utilizes an unsurpassed real estate transaction database, together with substantial industry knowledge and commercial property surveys to accurately achieve this goal.

Recognized for its comprehensive market reports and its thorough real estate analysis, Colliers Consulting and Research Division has become a vital component of nearly every Colliers client engagement and has set the industry standard for market analysis and advisory services.



Alii Place  
Office Leasing



Ward Village  
Retail Leasing

# Capital Markets

Whether it's connecting your dollars with the right opportunities or introducing you to quality buyers for your assets, Colliers has the global relationships to help elevate the return on your investments.

Your Colliers team will partner with you to determine your optimal investment strategy, whether market conditions dictate that you should buy, sell, hold or refinance. We will connect you with the people you need to know—owners, developers, as well as local institutional investors. We also ensure you have the financial instrument you may need, from private equity and pension funds to the CMBS and sovereign wealth fund placements for both debt and equity.

**We see beyond the bricks and mortar** to analyze how property acquisition, ownership and disposition can accelerate the success of your financial portfolio.

## We Work With You

to preserve confidentiality, minimize disruption to tenants and prevent surprises in the due diligence process.

## What we do

- Investment Sales
- Debt Placement
- Equity Capital Raising
- Market Value Opinions
- Acquisition Advisory
- Transaction Management
- Valuation/Appraisal Services
- Note Sales



# Property Management

## Asset Preservation and Tenant Retention

At Colliers, our Property Management Services team is committed to managing property to a higher standard and maximizing asset value. We adhere to two key operating philosophies: putting our clients' interests first and providing value-added expertise and access. By understanding our client's strategic vision for their asset, Colliers identifies the appropriate team to accomplish the owner's identified goals. For some of our past projects, we have called upon specialized resources that have included experts in lease administration, accounting software transition, building engineering and even credit management. Colliers is unique in our approach in that the leasing agent, property manager, accountant and building engineer assigned to a project work as a cohesive team to achieve the targeted performance objectives. Some of the services that Colliers provides are:

### Physical Management

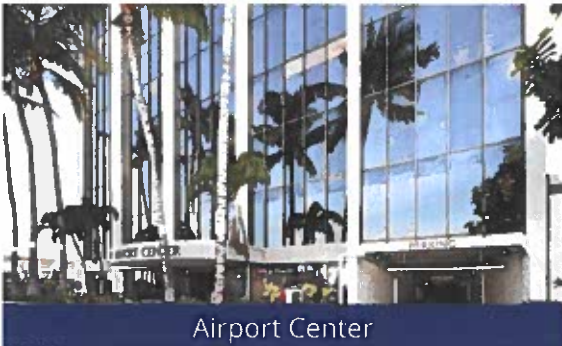
- Building & Maintaining Tenant Relationships
- Lease Administration
- Supervision & Management of Contracted Services
- Property Inspections
- Construction Management Services
- Real Property Tax Appeals

### Fiscal Management

- Completion & Analysis of Financial Statements & Reports
- Budget Preparation
- Cash Management
- Rent Collection
- Payables Processing
- File Maintenance & Audit Support



Safeway Kapahulu Center



Airport Center



Pukalani Terrace Center



Newtown Business Industrial Park