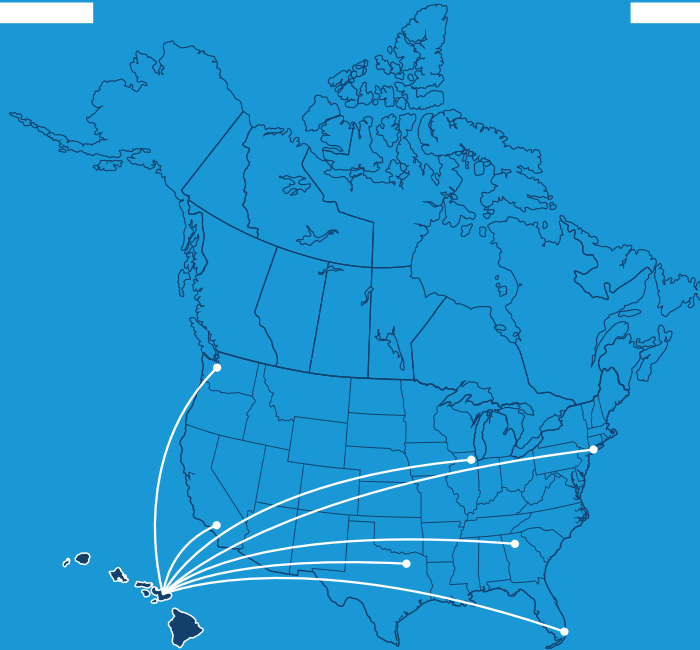


ACCELERATED
MARKETING
FOR COMMERCIAL
REAL ESTATE



CAPITAL MARKETS | INVESTMENT SALES



OVER 27 YEARS OF EXPERIENCE
RESULTING IN SALES TO NATIONAL
AND INTERNATIONAL BUYERS

95,000,000,000

SQUARE FEET

4,600,000

PROPERTIES

48,000

BUYERS

1

TEAM

THE ULTIMATE MARKETING TEAM
TO FIND YOUR BEST BUYER

KŌKUA

REALTY, LLC

CAPITAL MARKETS | INVESTMENT SALES



SERVICE WITH ALOHA

Kokua Realty's Investment Sales team serves corporate, institutional and private owners in the acquisition and disposition of commercial real estate assets Nationwide.

Each assignment is personally led by Keoni Fursse, CCIM who is skilled in maximizing the value of each asset sold and has over 27 years of experience resulting in transactions nationwide. With every property or portfolio, the Team targets a customized group of international, national and local investors, marketing the asset(s) to the most interested and qualified buyers to achieve optimal execution.

**KOKUA REALTY IS
STRATEGICALLY LOCATED
TO MARKET YOUR PROPERTY
TO THE LARGEST POOL OF
NATIONWIDE, FOREIGN &
1031 EXCHANGE BUYERS.**

CAPABILITIES & SERVICES

INVESTMENT SALES TEAM

Kokua Realty's Capital Markets Group specializes in assisting Sellers and Buyers with the acquisition and disposition of single and multi-tenant, net lease investment properties nationwide. Keoni Furse is a Certified Commercial Investment Member (CCIM) with over 27 years of commercial real estate experience and personally leads the Kokua Realty Capital Markets Group for all assignments. The Team is supported by Financial Analysts, a Marketing Coordinator, Asset Manager, Controller, and Construction Management Director with the goal of providing superior client service and the greatest access to Buyers.

THOROUGH CASH FLOW ANALYSIS

The Team thoroughly reviews all financial information and assumptions and prepares a complete financial analysis that can be incorporated into the Offering Memorandum and provided to potential Buyers.

QUALITY OFFERING MEMORANDUM

The detailed Offering Memorandum is professionally designed and provides specific information to support the underwriting assumptions that provide investors with a complete business plan to drive the highest price possible. All supporting marketing materials (Property Flyer, E-mail teasers, and web sites) are professionally designed.

PERSONAL PRESENTATIONS

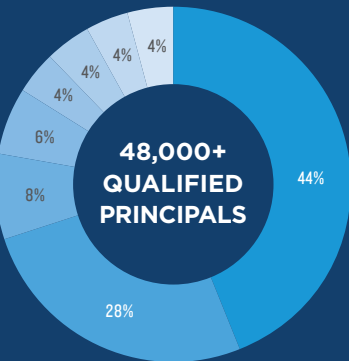
The top targeted potential Buyers are contacted and personal presentations are made in person. Investment team members at our firm speak Chinese and Japanese allowing us to target foreign investors.

ONLINE & MOBILE MARKETING

Online Marketing and Email Campaigns are implemented to identify the most engaged prospects allowing the Team to personally contact the potential Buyer.

ONLINE DEAL ROOM

We accelerate the Due Diligence Process by gathering all pertinent information up front and providing information, via a cloud-based Deal Room, on-demand at any time.



TARGETED BUYER DATABASE

44%
PRIVATE INVESTORS

26%
DEVELOPERS

8%
OPPORTUNITY FUNDS

6%
PENSION FUNDS/ADVISORS

4%
REITs

4%
FOREIGN

4%
INSURANCE CO.

4%
OWNER-USERS

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AWARD WINNING SERVICES

DEAL OF THE YEAR

finalist nominated by NAIOP

NATIONAL AWARD FOR "TOP DEALS"

by CCIM Institute

TOP COMMERCIAL REAL ESTATE FIRM

awarded by Pacific Business News

REPRESENTATIVE CLIENTS

3D Investments	Land Advisors Organization
ABC Stores	Leis Asset Management
Bank of America	Lexas Companies
Bank of Hawaii	McKeon Sheldon Mehling
Bio-Logical Capital	Munekio Hiraga
Central Pacific Bank	OliverMcMillan
Cooper Spirits	Pacific Medical Center
County of Maui	Val Peroff
CVS	Phillips Edison & Company
Diamond Parking	Pinnacle
Dorvin D. Leis Co., Inc.	Red Tail Acquisitions
Dowling Company	Seattle Housing Authority
Fergus & Company	Servco
Fowler Property Acquisitions	State of Hawaii
Frampton & Ward	State of Washington
Goodman Real Estate	Tomlinson-Leis Corp.
Goodsill Anderson	US Real Estate Advisors
Quinn & Stifel	Venable LLP
Gulsons	Vista International
GSA	Jack Watkins
Jimi Hendrix Foundation	Watumull Properties Corp.
Jac Kean	Weingarten Realty Investors
Duane Kurisu	WKF, Inc
	Kendric Wong





Keoni Fursse, CCIM, R (PB)

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808.280.6556

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Kokua Realty, LLC
Capital Markets Group

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Kahului, Hawaii 96732
808.877.9000

KOKUAINVESTMENTS.COM

Kokua Realty is one of Hawaii's largest commercial real estate firms as ranked by Pacific Business News. Kokua Realty's Capital Markets Group is a real estate investment sales team implementing an accelerated online marketing platform aimed at its proprietary database of international and national investors to deliver maximum value.

Hawaii Real Estate Broker License RB-16700.
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