

ACCELERATED
MARKETING
FOR COMMERCIAL
REAL ESTATE



CAPITAL MARKETS | INVESTMENT SALES



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



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

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 ONE OF HAWAII'S
LARGEST COMMERCIAL
REAL ESTATE
SERVICES FIRM**

CAPABILITIES & SERVICES

INVESTMENT SALES TEAM

Keoni Furse is a CCIM with over 27 years of commercial real estate experience and leads the Kokua Realty Capital Markets team for all assignments. The team is supported by a Financial Analyst, Marketing Coordinator, Asset Manager, Construction Management Director and Controller.

THOROUGH CASH FLOW ANALYSIS

Using Argus, 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.

AWARD WINNING SERVICES

DEAL OF THE YEAR

finalist nominated by NAIOP

NATIONAL AWARD FOR "TOP DEALS"

by CCIM Institute

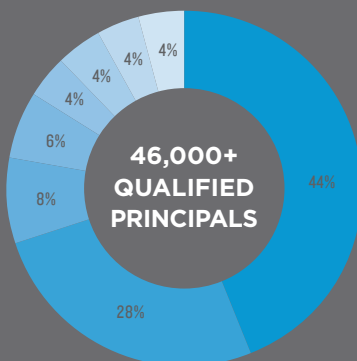
TOP COMMERCIAL REAL ESTATE FIRM

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	Munekiyo 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

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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Capital Markets Group**

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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 and mobile 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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