

# COMMERCIAL REAL ESTATE FIRMS

Ranked by PBN score matrix

SOURCE: PBN 2007 BOOK OF LISTS | EDITION: 12-22-2006

Rank <sup>1</sup> (Prior rank)	Company name Address Phone / Fax Web site	No. of 2005: Lease transactions Sales transactions Totals	2005 \$ value of: Lease transactions Sales transactions Total	Sq. footage of: 2005 leases 2005 sales Total	No. of licensed agents <sup>2</sup> % of business in: Property management Commercial brokerage	Services offered An exclusive listing	Top local executive Title
<b>1</b> Tie (1)	<b>Colliers Monroe Friedlander Inc.</b> 220 S. King St., Ste. 1800, Honolulu, HI 96813 (808) 524-2666 / (808) 521-0977 www.colliershawaii.com	436 43 506	\$211,139,266 \$393,849,952 \$604,989,218	1,228,671 25,860,396 27,089,067	21 35% 65%	Commercial real estate brokerage, property management, consulting and advisory services for tenants, owners and investors  Central Pacific Plaza	<b>James Piane</b> CEO
<b>1</b> Tie (2)	<b>CB Richard Ellis Hawaii Inc.</b> 1001 Bishop St., Ste. 2000, Honolulu, HI 96813 (808) 521-1200 / (808) 541-5155 www.cbrichardellishawaii.com	371 71 442	\$166,693,891 \$247,784,599 \$414,478,490	1,485,539 564,792,072 566,277,611	27 31.4% 68.6%	Leasing and sales, property management, research, landlord representation and consulting  Kukui Gardens Apartments	<b>Joseph Haas</b> President/ Sr. Managing Director
<b>3</b> (3)	<b>Sofos Realty Corp.</b> 600 Kapiolani Blvd., Honolulu, HI 96813 (808) 522-5995 / (808) 522-5969 www.sofosrealty.com	337 44 381	\$302,772,277 \$105,070,500 \$407,842,777	2,082,743 2,719,108 4,801,851	14 40% 60%	Full-service commercial brokerage and property management company  Airport Industrial Office Park	<b>S Steven Sofos</b> President & CEO

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4 (7)	<b>Hawaii Commercial Real Estate</b> 1132 Bishop St., Honolulu, HI 96813 (808) 441-9757 / (808) 440-2795 www.hawaiicre.com	57 10 67	\$69,948,864 \$758,725,000 \$828,673,864	354,302 609,474,656 609,828,958	6 0% 100%	Sales, leasing, and financing of office, hotel, retail, industrial and investment properties  King Kamehameha's Kona Beach Hotel	<b>James Brown</b> President & CEO
5 (5)	<b>Coldwell Banker Commercial</b> Pacific Properties Ltd. 733 Bishop St., Ste. 1500, Honolulu, HI 96813 (808) 526-0896 / (808) 533-7817 www.cbcpacific.com	197 23 220	\$51,051,389 \$65,910,579 \$116,961,968	547,861 1,149,072 1,696,933	10 14% 86%	Commercial brokerage, leasing, investment sales, research and analysis, advisory services, property management  Pacific Gaurdian Center, Kukui Grove Center	<b>Rondolph Teves</b> President
6 (4)	<b>Grubb &amp; Ellis   CBI Inc.</b> 1000 Bishop St., Honolulu, HI 96813 (808) 942-7100 / (808) 942-0009 www.cbi-hawaii.com	118 16 134	\$33,322,686 \$40,937,940 \$74,260,626	481,094 590,205 1,071,299	14 33% 67%	Sales, leasing, property management, consulting  Dillingham Ranch	<b>Jackson Nakasone</b> Principal Broker/ President

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7 (6)	<b>Commercial Properties of Maui</b> 1955 Main St., Suite 400, Wailuku, HI 96793 (808) 244-2200 / (808) 243-8614 www.mauibiz.com	91 37 128	\$17,067,372 \$28,521,927 \$45,589,299	417,289 5,419,774 5,837,063	9 0% 100%	Commercial real estate firm specializing in sales and leasing of commercial and industrial real estate	<b>Grant Howe</b> Principal Broker
8 (NR)	<b>PM Realty Group</b> 201 Merchant St., Ste. 2220, Honolulu, HI 96813 (808) 536-6500 / (808) 792-7247 pmrealtygroup-hawaii.com	85 20 105	\$134,001,893 \$121,924,252 \$255,926,145	633,978 1,477,862 2,111,840	6 25% 75%	Investment sales and acquisitions, property management and engineering, construction management, leasing and marketing services  Alii Place, Ocean View & Haseko centers	<b>Scott Kuklish</b> Sr. VP-Director, Pacific Region
9 (8)	<b>Hawaiian Asset Management</b> & Investment Corp. 225 Queen St., Suite 200, Honolulu, HI 96813 (808) 524-8700 / (808) 538-3764 www.hamico.net	45 0 45	\$4,443,866 \$0 \$4,443,866	71,968 0 71,768	2 75% 25%	Commercial property management and leasing  Windward City Shopping Center	<b>Sandra Cooley</b> Vice President

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<b>10</b> (NR)	<b>Fogarty Realty</b> 425 Ena Road, Suite A-1, Honolulu, HI 96815 (808) 955-5100 / (808) 941-5464 www.fogartyhawaii.com	0 2 2	\$0 &11,500,000 &11,500,000	0 58,477 58,477	1 0% 100%	Due dilligence service including inspection and ALTA <sup>3</sup> survey  1944 Kalakaua Ave., Vacant land	<b>Jeannie Fogarty</b> President & Owner

**Notes:** Information on this list was supplied by companies through surveys and telephone interviews. <sup>1</sup>Rank is computed by listing each company from largest to smallest in the following categories: total number of lease and sales transactions, total dollar value of lease and sales transactions, total square feet leased and sold, and number of licensed agents. Companies are ranked from 1 to 10 in each category, with 1 representing the largest and 10 representing the smallest. Rank in each category is added to obtain a company's total score. The lower the score, the higher the rank on the list. <sup>2</sup>Number of licensed agents does not include sales or administrative staff with licenses.

<sup>3</sup>ALTA is the American Land Title Association.