

# COMMERCIAL REAL ESTATE FIRMS – PAGE 1

Ranked by PBN score matrix<sup>1</sup>

Rank <sup>1</sup> (Prior rank)	Company name Address Phone / Fax Web site	Year est. in Hawaii	No. of 2007 commercial: Leases Sales Total	\$ value of 2007 commercial: Leases Sales Total	Sq. ft. of 2007 commercial: Leases Sales Total	Licensed agents % of commercial business in: Property management Brokerage	Services offered An exclusive listing	Top executive Title
1 (2)	CB Richard Ellis Inc. 1003 Bishop St., Suite 1800, Honolulu, HI 96813 (808) 521-1200 / (808) 541-5155 www.cbre.com/hawaii	1986	470	\$538,762,462	1,626,012	33	Office, industrial, retail, investment, property management, research	Joseph Haas Senior Managing Director
			51	\$667,685,819	152,574,407	26%		
			521	\$1,206,448,281	154,200,419	74%	Properties of the trustees of the Bishop Estate	
2 (1)	Colliers Monroe Friedlander Inc. 220 S. King St., Suite 1800, Honolulu, HI 96813 (808) 524-2666 / (808) 521-0977 www.colliershawaii.com	1973	390	\$373,749,667	2,059,903	21	Commercial real estate brokerage, property management, consulting and advisory services to tenants, owners and investors	Sarah Morihara Sr. Vice President
			53	\$248,390,626	3,324,492	35%		
			443	\$622,140,293	5,384,395	65%	Central Pacific Plaza	
3 (-3)	Sofos Realty Corp. 600 Kapiolani Blvd., Suite 200, Honolulu, HI 96813 (808) 522-5999 / (808) 522-5969 www.sofosrealty.com	1989	402	\$244,318,911	2,281,907	12	Full-service, locally owned commercial real estate brokerage and property management firm	S. Steven Sofos President & CEO
			18	\$57,870,850	1,979,540	60%		
			420	\$302,189,761	4,261,447	40%	Airport Industrial Office Park	
4 (6)	Coldwell Banker Commercial Pacific Properties 733 Bishop St., Suite 1500, Honolulu, HI 96813 (808) 526-0896 / (808) 533-7817 www.cbcpacific.com	1998	150	\$73,750,272	380,677	15	Commercial real estate sales and leasing, property management and advisory services	Ron Teves President
			20	\$69,136,619	1,051,501	20%		
			170	\$142,886,891	1,432,178	80%	Pacific Guardian Tower	
5 (NR)	NAI ChaneyBrooks 1100 Alakea St., 7th Floor, Honolulu, HI 96813 (808) 544-1600 / (808) 544-1672 www.chaneybrooks.com	1960	69	\$28,540,000	357,000	16	Commercial real estate sales, leasing and property management	Steve Sombrero President
			14	\$71,007,000	4,556,000	25%		
			83	\$99,547,000	4,913,000	75%	2113 Kalakaua Ave.	
6 (NR)	Prudential Commercial Services Iwado Realty 296-A Alamaha St., Kahului, HI 96732 (808) 877-9000 / (808) 877-5078 www.iwadorealty.com	1987	89	\$20,680,000	102,000	22	Full-service commercial sales and leasing, commercial and residential property management, rent consulting, development	Tamio Iwado President
			18	\$25,400,000	167,500	60%		
			107	\$46,080,000	269,500	40%	Waikoloa Highlands Center	
7 (6)	Commercial Properties of Maui 1955 Main St., Suite 400, Wailuku, HI 96793 (808) 244-2200 / (808) 243-8614 www.mauibiz.com	1995	105	\$17,523,721	376,879	7	Commercial real estate sales and leasing	Grant Howe Principal Broker
			23	\$20,882,107	6,808,748	0		
			128	\$38,405,828	7,185,627	100%	25 N. Kahului Beach Road	

Notes: NR: not previously ranked. <sup>1</sup>Rank is computed by listing each company from largest to smallest in the following categories: total number of commercial leases and sales, total dollar value of commercial leases and sales, total commercial square feet leased and sold, and number of licensed agents. Companies are ranked from 1 to 14 in each category, with 1 representing the largest and 14 representing the smallest. Rank in each category is added together to obtain a company's total score. The lower the score, the higher the rank on this list. Information supplied by individual companies through surveys. Originally published Feb. 15, 2008.

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