



James "Jamie" M. Brown (B)
President, CCIM SIOR

808-440-2772
jamie@hawaiiCRE.com

Jamie specializes in the sales and leasing of office buildings, hotels and investment properties in Hawaii. His investment, leasing and financing experience includes office buildings, hotels, retail centers, industrial buildings and investment properties worth in excess of \$1 billion.

Company Experience

- **Hawaii Commercial Real Estate**, 2003—Present, Founder and President
- **Colliers Monroe Friedlander**, 1992—2002, Senior Vice President, Vice President and Office Leasing Specialist
- **Verizon Hawaii**, 1989—1991, Sales Representative
- **Corporate Vision Hawaii**, 1988, Founder, Business Automation Consulting
- **General Electric Company**, 1982—1987, Mechanical and Software Engineer
- **Yale University**, 1977—1981, Assistant to Engineering Business Office

Education

- **Yale University**, BS, Mechanical Engineering, New Haven, CT, 1981
- **Northeastern University**, MS, Industrial Engineering, Boston, MA, 1987
- **CCIM Institute**, CCIM, Honolulu and Chicago, IL, 2000

Designations

- CCIM - The PhD of Commercial Real Estate
- SIOR - Specialist, Industrial and Office Real Estate
- NAIOP - Office Sales Transaction of the Year, 2001
- Colliers Monroe Friedlander - Top Producer, Office Group, 1995—2002
- Verizon Hawaii - Top Producer, Mobile Communications, 1990—1991
- Collegiate All-American - 1981 Sailing Team
- 2 Time Runner-Up Collegiate National Sailing Championships
- 3 Time North American and US Sailing Championships - 420 Class Racing Sailboat
- 2 Time US Representative at Sailing World Championship - 420 Class Sailboat

Investment Sales

Jamie's investment sales experience includes dozens of properties both large and small. His seller and buyer clients have ranged from large institutions to local families. A selected sampling is:

Office Properties

- **Bishop Place Street** — 450,000 sf class A office building
- **Davies Pacific Center** — 350,000 sf class A office building
- **Pan Am Building** — 205,000 sf class B office building
- **Waterfront Plaza** — 515,250 sf class A office building
- **No.1 Capital District Building** — 15,000 sf class B office building
- **1100 Alakea Office Condominium** — 6,053 sf class A office building
- **Eaton Square Office Condominium**
- **Royal Capital Plaza Office/Retail Condominium**



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Investment Sales (Continued)

Retail Properties

- **King's Shop** — 73,571 sf resort retail center
- **Shops at Kalakaua** — 12,000 sf of Kalakaua Ave retail space
- **1102 Bishop Street** — 9,720 sf retail property
- **1850 Ala Moana Blvd** — 7,000 sf restaurant condominium
- **3631 Campbell Ave** — 4,414 sf retail property

Industrial Properties

- **2621 Waiwai Loop** — 22,000 sf industrial property

Hotels

- **Four Seasons Maui** — 380 room hotel
- **Waikiki Beach Marriott** — 1,310 room hotel
- **Hilton Kauai Resort** (fka Radisson Kauai) — 350 room hotel
- **King Kamehameha's Kona Beach Hotel** — 460 room hotel
- **Aloha Beach Hotel** — 216 room hotel

Golf Courses, Land, Other

- **Luana Hills Country Club** — 18 hole golf course with 43,278 sf clubhouse and 894 acres of land with various entitlements and zoning
- **Waikoloa Land Portfolio** — 13,797 acres of land with various entitlements and zoning
- **King's Land** — 112.4 acres of land for Hilton timeshare development
- **Hilton Waikoloa** — Leased fee land under 1,240 room hotel
- **47-357 Ahuimanu Road** — 2.68 acres agricultural land

Landlord Representation

Jamie's landlord representation has included office, retail and industrial properties both large and small. Notable assignments have included:

- **Pacific Guardian Center** — 628,000 sf Class A office building
- **1132 Bishop Street** — 450,000 sf Class A office building
- **Davies Pacific Center** — 379,336 sf Class A office building
- **Waterfront Plaza** — 515,250 sf Class A office building
- **Pan Am Building** — 203,910 sf Class B office building
- **Kapiolani Business Plaza** — 79,848 sf Class B office building
- **Waikiki Trade Center** — 205,390 sf Class B office building
- **Bank of Hawaii Waikiki Center** (fka ANA Kalakaua) — 184,647 sf Class B office building
- **Galleria Office Building** (fka 2222 Kalakaua) — 275,720 sf Class B office building
- **Milltown Center Business and Industrial Park** — 16,000 sf industrial building



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Tenant Representation

Jamie's tenant advisory assignments have included international, national and prominent local firms such as:

- **First Insurance Company of Hawaii, Ltd.**
- **Smith Barney/Citigroup**
- **Crawford and Company**
- **Starwood Hotels and Resorts**
- **American Cities Business Journals (PBN)**
- **American Savings Bank**
- **Pleasant Hawaiian Holidays**
- **Honolulu Star Bulletin**
- **Hawaiian Insurance and Guaranty**
- **HMAA (Hawaii Medical Assurance Association)**
- **Insurance Factors**
- **Net Enterprise**
- **Olsten Staffing Services**
- **Prudential Advantage Realty**
- **Hawaii State Ethics Commission**

Commercial Property Financing

Jamie arranged financing for the following projects

- **Waikiki Beachwalk Resort Retail Center** — \$50 million construction loan plus \$40.8 million equity raise
- **Naniloa Hotel and Golf Course** — \$6.1 million acquisition loan
- **1100 Alakea Office Condominium** — \$2.7 million acquisition loan

Community Involvement

- **Yale Alumni Association of Hawaii** — President
- **Plaza Club** — Board Member
- **Waialae Iki V Homeowners Association** — Former Board Member
- **Sales and Marketing Executives of Honolulu** — Former Board Member
- **Hawaii Technology Trade Association** — Chair, Action Team
- **Rotary Club of Metropolitan Honolulu** — Member
- **Kalihi Elementary School** — Reading enrichment program and Junior Achievement instructor
- **Chamber of Commerce** — Project JOBS volunteer

Personal

Jamie is married, has a daughter and a son, and enjoys surfing, windsurfing, canoe surfing, swimming, skiing and playing guitar.