



Nathan A. Fong (B)

SENIOR VICE PRESIDENT AND RETAIL SERVICES DIVISION LEADER
RETAIL AND INVESTMENT SERVICES DIVISION
Colliers International - Hawaii



Nathan.Fong@Colliers.com

QUALIFICATIONS

State of Hawaii Licensed Real Estate Broker

AFFILIATIONS AND MEMBERSHIPS

International Council of Shopping Centers (ICSC)

PROFESSIONAL ACCOMPLISHMENTS

20 Year Colliers Veteran

Colliers Hawaii's Top Producer Company Wide 2009, 2015 & 2017

Colliers Hawaii's Top Producer 2004 to 2019

Hawaii Business Magazine's 2014 Class

20 Leaders for the Next 20

COMMUNITY INVOLVEMENT

Hawaii Meals on Wheels 5 Year Award

CONTACT DETAILS

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AREA OF EXPERTISE

Born and raised in Honolulu, Mr. Fong is a real estate professional with transactional expertise in institutional shopping center portfolio leasing, sales, acquisition, and advisory. With a historical average of executing over 300 transactions a year, his clients benefit not only from his activity, but results. Mr. Fong prides himself on a 24-7 work ethic and a "we don't sleep, so our clients can" approach. Exceeding client expectations is not a goal, but a must.

Mr. Fong oversees and leads approximately 16 brokers within the Colliers Retail Services Division & Shopping Center Division.

Cultivating the "Team Approach" and mentoring others to master their craft is a core value for him.

Mr. Fong's current shopping center portfolio totals over 4 million square feet. He understands the importance of an aggressive leasing program and knows that proper execution of that program is vital to the success of any shopping center. Mr. Fong continuously educates his clients on the value of creating a winning merchandising program where tenants not just survive but thrive. Minimizing vacancies and upgrading the tenant mix is a priority. With over 20 years of experience, Mr. Fong is able to leverage the existing relationships he has fostered with tenants to create vibrant synergies for his portfolio.

Mr. Fong's current and past relationships with large institutional landlords and trusts include MetLife (NASDAQ Symbol: MET);

Teachers Insurance and Annuity Association (TIAA-CREF) (NASDAQ Symbol: CREF);

Invesco (NYSE Symbol: IVZ); Morgan Stanley (NYSE Symbol: MS); AEW Capital Management, L.P., LaSalle Investment Management, Campbell Estate/James Campbell Company, LLC; A&B Properties, Inc. (Alexander & Baldwin: NYSE Symbol: ALEX); Hunt Companies, MIG Real Estate; ValueRock Realty Partners; Kamehameha Schools, L&B Realty and The Queen Lili'uokalani Trust.

Mr. Fong works selectively with a handful of national retailers looking to enter the Hawaii market and do multi-store expansions. He spearheads the strategic planning stage for the best opportunities in the trade area and executes on securing those sites...on budget and on time.

Mr. Fong's approach of advising his clients is an instrumental advantage during the sales and acquisitions process. He allows his clients to understand opportunities from a leasing perspective, including rental rates, sales performance, tenant mix, and competition within the trade area.

Understanding the red flags and revealing true upside can only come from one, like Mr. Fong, who has vast knowledge of the trade area and its surroundings.

Whether negotiating a 5,000 square foot lease or selling a \$100 million-dollar shopping center, Mr. Fong creates competition and gives his clients several options to choose from, putting them in the driver seat, even in the most challenging economic environments.



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SAMPLING OF COMPLETED RETAIL LEASE TRANSACTIONS (SF TOTALS ARE ESTIMATES)

	SF	REPRESENTED	PROPERTY
Roy's Restaurant	10,150	Landlord	ValueRock
ERT Sales	56,000	Tenant	ERT Sales
24 Hour Fitness	45,870	Landlord	Pearl Highlands Center
Times Supermarkets	38,692	Landlord	Town Center of Mililani
Ross Dress for Less	35,308	Landlord	Pearl Highlands Center
Long's Drugs	26,974	Landlord	Ewa Beach Shopping Center
Hawaii Pacific Health	24,111	Landlord	Pearlridge Uptown II
Puma	5,610	Landlord	Pearl Highlands Center
Jack in the Box	3,000	Landlord	Kunia Shopping Center
Bank of Hawaii	4,000	Landlord	Kunia Shopping Center
Denny's	5,000	Landlord	Kunia Shopping Center
McDonalds	4,700	Landlord	Ewa Beach Shopping Center
Macaroni Grill	5,379	Tenant	Macaroni Grill
Straub Clinic	7,000	Landlord	Town Center of Mililani
AutoZone	20,000	Tenant	Stadium Marketplace
FedEx Kinkos	4,000	Landlord	Pearl Highlands Center
Ross, Long's, & PetSmart	77,000	Landlord	500 N. Nimitz
Jersey Mike's	1,250	Landlord	Hawaii Kai Towne Center
Five Guys Burgers	2,000	Landlord	Town Center of Mililani
Diagnostic Labs	4,000	Landlord	Marketplace at Kapolei
Chevron	19,820	Landlord	Ewa Beach Shopping Center
California Pizza Kitchen	7,076	Landlord	Town Center of Mililani
Foodland	28,000	Landlord	Mililani Shopping Center
Wahiawa General Hospital	7,819	Landlord	Mililani Shopping Center
University of Phoenix	18,695	Landlord	Mililani Shopping Center
Buffalo Wild Wings	7,600	Landlord	Pearl Highlands Center
Petsmart	15,000	Landlord	Town Center of Mililani
Pier1	19,765	Landlord	Pearl Highlands Center
UFC GYM	30,000	Landlord	Town Center of Mililani
Foodland Supermarket	33,000	Tenant	Ka Makana Alii
Raising Cane's	3,400	Tenant	Hawaii Kai Towne Center
Raising Cane's	3,085	Tenant	Town Center of Mililani
ULTA	12,751	Landlord	Pearl Highlands Center



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SAMPLING OF COMPLETED INVESTMENT SALE TRANSACTIONS (SF TOTALS ARE ESTIMATES)

	SF / SALE PRICE	REPRESENTED	PROPERTY
Pearl Highlands Center	415,413 SF, \$113.5 MM	Seller	LaSalle Investment
Pearl Highlands Center	415,413 SF, \$137.5 MM	Seller	Morgan Stanley
Pearl Highlands Center	415,413 SF, \$141.5 MM	Buyer	A&B Properties
Town Center of Mililani	449,112 SF, \$227.3 MM	Seller	TIAA-CREF
Mililani Shopping Center	180,322 SF, \$50.25 MM	Seller	A&B Properties
Pearlridge Uptown II	135,606 SF, \$36.37 MM	Seller	INSpiration LLC
St. Judd Church Land	12 Acres , \$14.37 MM	Seller	Kisco Senior Living
Lot 69 Land	3.93 Acres, \$7.72 MM	Seller	Brookfield Homes
Embassy Suites by Hilton	2.2 Acres, \$4.2 MM	Seller	Kisco Senior Living
Residence Inn by Marriott	3.94 Acres , \$9.5 MM	Seller	Kisco Senior Living
Harbor Arms Hotel	30 Rooms , \$10.525 MM	Seller	Tom Family Trust
Garn Development Co.	2.63 Acres , \$7.5 MM	Seller	Kisco Senior Living
1260 Kuala Street Land	1.83 Acres, \$7.72 MM	Buyer	CFT Trust
Lot 66B Land	1.31 Acres, \$4.1 MM	Seller	James Campbell Company
1080 Kuala Street	Vacant Land, \$3.175 MM	Seller	AEW
46-077 Kam. Hwy	Leased Land , \$3.3MM	Buyer	Central Pacific Bank
1381 Queen Street	Multi-Family, \$8.5 MM	Buyer	Lili`uokalani Trust
94-071 Leonui Street	Warehouse, \$7.3 MM	Buyer	Sullivan Family of Companies
666 N. King Street	Gas Station , \$1.9 MM	Seller	Lili`uokalani Trust
638 N. King Street	Warehouse , \$1.855MM	Seller	Lili`uokalani Trust
2615 S. King Street	Retail Building, \$4.52 MM	Seller	Central Pacific Bank
Leihano Land Project	40 Acres, \$70 MM	Seller	Kisco Senior Living