

Solutions

Investment Properties

Kukui Mall

1819 South Kihei Road

~Seller~

**Sheridan Ing Partners Hawaii &
Olomana Land Investments**

~Buyer~

Niu Pia Land Company, Ltd.

~Price~

\$16,000,000



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Analysis

The 40,974 square foot fee simple shopping center is located in the heart of Kihei, Maui. The center is comprised of four (4) one-story buildings which attracts both the local and tourist markets. The center has over a 95% occupancy rate, anchored by tenants such as Starbucks, Tony Roma's, Consolidated Theatres and Local Motion.

Results

While getting the property ready to go to market, the Colliers team presented the property to known buyers in the market place during its confidential marketing phase. This phase created a lot of interest from prospective buyers, thus adding value to the property and enabling us to increase the asking price prior to officially going to market.

Colliers launched an electronic marketing campaign to over 5,000 buyers which resulted in 52 signed confidentiality agreements. Colliers was instrumental in securing three prospects to commit to offers at full asking price.