



KEONI FURSSE, CCIM
CEO & Founder



Creating Value, Building Relationships

KOKUA REALTY COMPANY, LLC.
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“Kokua” – Hawaiian word meaning “to help” someone. Kokua Realty Company strives to create value and build relationships with every assignment and maximize the value of our client’s investments.

PROFESSIONAL EXPERIENCE

Keoni Fursse is a CCIM (Certified Commercial Investment Member) and provides investment and advisory services to institutional and private client owners. Services include acquisitions, dispositions, leasing, turn-around management, sophisticated financial modeling and consulting, asset/property management, facility maintenance and construction management services.

CLIENTS REPRESENTED

- Bank of America
- Diamond Parking
- Cascade Federal Credit Union
- County of Maui
- Equinox Properties
- Federal Bureau of Investigation
- Frontier Kemper Construction
- General Services Administration
- Goodman Real Estate
- Internal Revenue Service
- Jimi Hendrix Foundation
- Kurusu & Fergus
- Lexas Companies
- Marpac Construction & Properties
- Mutual Development
- Pacific Medical Center
- Parker LePla
- Peck Properties
- Phillips Edison & Company
- Seattle Housing Authority
- Seattle Indian Health
- Sommers Company
- State of Hawaii
- State of Washington
- Store Financial
- Ward Development
- Watumull Properties
- Weingarten Realty
- Wold Enterprises

Keoni Fursse brings over 22 years of experience and is a trusted advisor to investors, developers, owners and tenants of commercial and investment properties throughout Kansas City and select Midwest markets. Keoni’s professional career began in 1988 with Monroe & Friedlander, Inc. – Hawaii’s largest commercial real estate firm. In 1996 he moved to Seattle and was associated with Kidder, Mathews & Segner, Inc. – Seattle’s largest firm. Keoni co-founded Fursse & Hall Realty, Inc. in 1999 specializing in Seattle commercial real estate services, which he later sold in 2007. After 3 years of working for Kansas City’s largest commercial real estate firm (Block Real Estate Services), Keoni started Kokua Realty Co. in 2010 – a full service commercial real estate firm.

AFFILIATIONS, DESIGNATIONS & AWARDS

- 2008: Deal of the Year finalist nominated by Washington State Chapter of National Association of Industrial and Office Properties (NAIOP)
- 2008: Awarded “Top Deals of 2008” by CCIM Institute
- Certified Commercial Investment Member (CCIM)
- Licensed Real Estate Broker, Missouri and Kansas

EXAMPLE OF ASSIGNMENTS & EXPERIENCE

240,000 SF	Shopping Center – Property maintenance/leasing	Independence, MO
217,000 SF	Exclusive leasing agent: Loft-office	Seattle, WA
135,000 SF	Shawnee Village Center – Exclusive leasing agent	Shawnee, KS
19,534 SF	Office lease renewal – Tenant Representation	Overland Park, KS
13,728 SF	100% lease up of Class “A” office/flex on I-35	Lenexa, KS
30,000 SF	100% lease up of industrial portfolio	Oak Grove, MO
\$23.4 million	Two 37-story tower development in Seattle CBD	Seattle, WA
\$13.7 million	Marketing of multifamily investment offering	Kansas City, MO
\$6.6 million	Retail center redevelopment and disposition	Maui, HI
\$5.3 million	University Plaza Hotel sale (135 units)	Seattle, WA
\$3.5 million	Auburn Medical Arts Bldg – 20,000 SF	Auburn, WA
\$3.0 million	41,000 SF industrial/office build-to-suit	Kent, WA
\$2.1 million	Exclusive sale / leasing agent – office building	Lenexa, KS
\$1.2 million	Jimi Hendrix corporate office relocation	Tukwila, WA

