



OFFICE BROKERAGE SERVICES

KEKAULA KANIHO

(208) 947-0853 | kekaula@tokcommercial.com

COMMERCIAL

EXPERIENCE

Kekaula Kaniho joined TOK Commercial's Office brokerage team in 2023 after a very successful collegiate experience at Boise State University, where he was a captain of the Bronco's football team and an Academic All-American.

Mentored by the most accomplished and respected Office brokerage specialists in Idaho, Kekaula boasts a strong foundation in commercial real estate providing clients critical insights into the nuanced deliverables that are unique to Office leasing and sales.

Kekaula excels in the analysis of trending market data, workspace optimization, and competitive property positioning. His strong work ethic and exceptional communication skills are substantial assets to the office properties, owners, and companies that he represents.

Kekaula assists clients with the following:

- Market competition studies
- Seller & Landlord representation
- Prospecting
- Broker Price Opinions
- Buyer & Tenant representation
- Lease renewals and negotiations
- Contract negotiation
- Property tours

TOTAL TRANSACTIONS	TOTAL CONSIDERATION	TOTAL SF LEASED
83	\$9.3M	107,800 SF

EDUCATION

Kekaula is a graduate of Boise State University and holds a Bachelor of Science degree in Health Sciences. Kekaula is currently working toward his Certified Commercial Investment Member (CCIM) designation.

AWARDS & ACHIEVEMENTS

- **Senior CLASS Award Winner (2020):** First student-athlete from Boise State to win the award. Given annually to the most outstanding senior student-athlete in Division I football for notable achievements in four areas of excellence: classroom, community, character and competition.
- **Mountain West Scholar-Athlete of the Year (2021-2022):** Highest honor presented to one student-athlete by the Mountain West Conference for academics, athletics, and community involvement over the course of their intercollegiate career.
- **William V. Campbell Trophy Finalist (2020):** The award recognizes an individual as the absolute best football scholar-athlete in the nation.



PERSONAL & INTERESTS

Kekaula's athletic pursuits have taken him from the Blue Turf at Boise State to the Arizona Cardinals in Phoenix. Never one to slow down, Kekaula now enjoys outdoor adventures, snowboarding, and wake surfing. He is committed to bettering the Boise Valley's communities and seeks opportunities to participate in organizations and initiatives that deliver real, positive impact.

RECENT TOP TRANSACTIONS

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ASCEND PHYSICAL THERAPY

1,684 SF LEASED IN MULTITENANT OFFICE BUILDING

TENANT REPRESENTATION



SITE

3113 OVERLAND

0.43 ACRES OF MIXED-USE, REDEVELOPMENT LAND SOLD

SELLER / BUYER REPRESENTATION



SITE

5536 EAGLE ROAD

0.25 ACRES OF PROFESSIONAL OFFICE PARK LAND SOLD

BUYER REPRESENTATION



SILVERTON PLAZA

6,928 SF LEASED IN MULTITENANT OFFICE BUILDING

LANDLORD REPRESENTATION

Results Delivered

OVERLAND PLAZA

Kekaula Kaniho | Buyer Representation | Site Selection

THE SITUATION

Entrepreneur Seeks Flagship Location & Investment Opportunity

After a storied career outside of commercial real estate, in professional and collegiate football, the client was interested in building a commercial real estate portfolio of investment properties that would also serve as a location for a new barber shop concept location that the entrepreneur was bringing to the Boise Valley.

With a desire to open their own business in an area of largely anticipated growth, the client was not only looking for a prime location for their retail business, but a profitable retail building to invest in with worthy neighboring tenants.

OUR RESPONSE

Utilize Buyer's Requirements and Expansive Network to Find the Perfect Space

TOK's tenant representation efforts were lead by Kekaula Kaniho and Sam McCaskill. The agents worked closely with TOK's Research team to identify the options that met the client's requirements which included finding a location with a track-record of attracting small business growth, prominent street visibility and offering significant upside opportunity for rental rates.

Kekaula and Sam vetted the top listings, digging into the details of each offering, running demographics and retailer gap analyses, and then toured the market's best options with their client and found the perfect fit.

RESULTS DELIVERED

Newly Established Investment Portfolio and Ideal Site Selection for New Business

After identifying the perfect location for their client's barber shop business, Kekaula and Sam thoroughly vetted the property's financial record, assessing historical performance, opportunities for upside, and market valuation forecasts.

By utilizing their teams' strength, their client's needs, and resources available, Kekaula and Sam accomplished their client's goals and set them up for ongoing success in their new investment portfolio. A truly collaborative effort by TOK's agents and support teams resulted in the achievement of each of the client's goals, positioning them for future success in their barber shop venture and the expansion of their commercial real estate investment portfolio.



Results Delivered

2730 STATE AVENUE

Kekaula Kaniho | Buyer Representation | Site Selection

THE SITUATION

Industrial User Seeking Investment Potential Pivots to Developing in a Low-Vacancy Market

While looking to expand their industrial operations to a larger facility, the client reached out to Kekaula Kaniho seeking an industrial investment property in which they could partially occupy.

Kekaula led the buyer representation efforts by presenting all the available options, but when the market inventory did not match the buyers needs in an extremely low-vacancy market, Kekaula pivoted to present the opportunity to purchase land in an ideal industrial zone.

OUR RESPONSE

Engaging Market Knowledge and Expansive Private Network to Identify all Opportunities

Working with TOK Commercial's Research team in presenting current land values, lease comparables and investment market sales, Kekaula helped the buyer identify the benefit to building a new industrial facility for their operations while capitalizing on the ability to deliver premium industrial space to users experiencing the lack of leasable industrial space in the market.

The agent began a diligent search for potential industrial development parcels that met the client's needs. When an exhaustive search of on-market product came up short, Kekaula engaged his extensive network of personal commercial real estate connections seeking off-market opportunities.

RESULTS DELIVERED

Securing An Off-Market Property With Excellent Owner-User and Investment Potential

An off-market land parcel was identified that perfectly met the buyer's needs. The ideal industrial location delivered prime I-84 connectivity, a central Treasure Valley location and was just off of the primary business corridor, Eagle Road. After identifying the perfect light-industrial location for the client, Kekaula pushed the transaction forward quickly, working through negotiations to accelerate closing.

The smooth and efficient closing process led by Kekaula and TOK's transaction team resulted in a successful closing, allowing the client to begin the development on their new owner-user facility while setting them up for ongoing success in an investment property with strong leasing potential.