



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

180

TOTAL CONSIDERATION

\$27.6M

TOTAL SF LEASED

321,560 SF

EDUCATION & COMMUNITY INVOLVEMENT

Kekaula is a graduate of Boise State University and holds a Bachelor of Science degree in Health Sciences. He is currently working toward his Certified Commercial Investment Member (CCIM) designation. Kekaula helps lead the Varsity B, Boise State's student-athlete alumni association, as Vice President of the board. He is also a board member of the Bronco Athletic Association, actively participating in fundraising efforts for the athletic department and university.

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, traveling, and Crossfit. He is committed to bettering the Boise Valley's communities and seeks opportunities to participate in organizations and initiatives that deliver real, positive impact.

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RECENT TOP TRANSACTIONS

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539 FITNESS PLACE

5,811 SF MULTITENANT OFFICE BUILDING PURCHASED

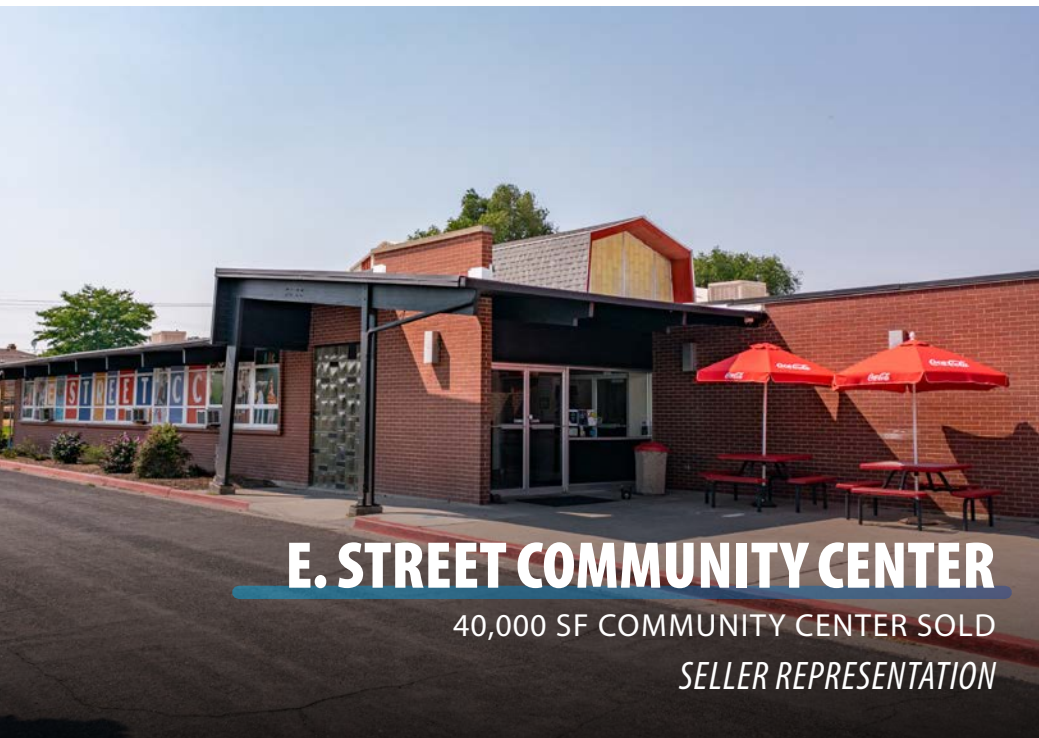
BUYER REPRESENTATION



3113 OVERLAND

0.43 ACRES OF MIXED-USE, REDEVELOPMENT LAND SOLD

SELLER / BUYER REPRESENTATION



E. STREET COMMUNITY CENTER

40,000 SF COMMUNITY CENTER SOLD

SELLER REPRESENTATION



PAYLOCITY BUILDING

9,090 SF LEASED IN CLASS A OFFICE BUILDING

LANDLORD REPRESENTATION



Results Delivered

539 FITNESS PLACE | EAGLE, IDAHO

Kekaula Kaniho | Buyer Representation | Site Selection

THE SITUATION

First Time Commercial Real Estate Buyer Seeks Office Investment Property

While looking for a commercial investment property, the client was referred to Kekaula Kaniho seeking an office property which would produce a stable return on their investment.

As the client was a first time commercial real estate buyer, Kekaula was able to provide invaluable industry knowledge while helping his client narrow in on their preferred location, product type, price range and the return that they were seeking.

OUR RESPONSE

Engaging Market Knowledge & Proprietary Database Leads to Strategically Negotiating an Offer

Kekaula surveyed the market compiling a comprehensive list of offerings that fit the client's criteria. He helped the buyer tour and analyze the financial opportunity of each investment property — considering occupancy and tenant history of the buildings, quality and construction of each asset, as well as location in the market and how these factors could impact the overall performance of their investment.

In his extensive search, Kekaula was able to identify a mid-sized, multi-tenant office property in a central Eagle location surrounded by restaurants, amenities and services and located in a professional office park environment. The property had a stable mix of tenants and strong historical occupancy but carried some vacancy at the time.

The property met all of the client's criteria and Kekaula identified the vacancy as an opportunity. Kekaula was able to successfully negotiate a lower purchase price for his client, based on the current vacancy in the building, and brought the transaction to a close.

RESULTS DELIVERED

Restabilizing the Asset A Week After Closing

During the closing process, Kekaula and his client were able to identify a new tenant interested in leasing the remaining vacancy at the property. Within a week of closing the new lease was signed, bringing the property to full occupancy and securing an even more sound return on his client's new investment.

The new owner of 539 Fitness Place now owns a great investment property for a long-term hold.