

**Michael Y. Hamasu**

Director of Consulting &  
Research | Hawaii  
Research and Consulting Services

colliers.com

**Area of Expertise**

Michael brings to Colliers over 30 years of marketing and marketing research experience. Michael has directed research efforts at commercial brokerages with a focus on providing information to assist in strategic decision making for real estate investors and brokerage clientele. Through Michael's efforts, Colliers set the industry standard for commercial real estate analysis in Hawaii.

In addition to managing the primary and secondary research efforts in the collection of commercial office, retail and industrial market information and statistics, Michael established the company's real estate consulting division. Utilizing market factors such as: vacancy rates, absorption, net effective rents, and sales comparables, this consulting unit is able to advise developers, investors, property owners, and tenants on current and projected market trends.

Colliers Hawaii continues to provide meaningful insightful analysis for investors, developers and financiers. During Michael's tenure, Colliers provided assistance for more than \$2 billion in commercial development and investment activity throughout the state of Hawaii.

Central Pacific Bank, Bank of Hawaii, American Savings Bank and First Hawaiian Bank call upon Michael to provide their clientele, investors and bank personnel with quantitative and qualitative insights on current and projected economic cycles and their impact on real estate.

**Professional Experience**

Colliers – Consulting and Research Director. Established real estate consulting group that advised on over \$2 billion worth of development projects throughout the State of Hawaii including regional mall, high rise office, master planned mixed use communities, neighborhood shopping centers, and affordable residential rental projects.

Whitney Cressman Limited — Commercial Real Estate Marketing Research Director Directed brokerage, internal research efforts, and generated real estate consulting assignments at a busy boutique firm in San Francisco Bay area.

Cushman & Wakefield — Commercial Real Estate Research Services Manager. Oversaw the compilation of market analytics for 600 million square foot commercial and industrial markets throughout the San Francisco Bay area. Recognized nationally and regionally for innovative data management and analysis.

**Consulting Experience**

- Development Feasibility Analysis
- Market Demand and Absorption Report
- Broker Opinion of Value
- Highest and Best Use Studies
- Real Estate Portfolio Analysis
- Strategic Positioning Study
- Market Rent and Vacancy Forecasts

**Education or Qualifications**

San Francisco State University  
Masters of Business  
Administration (MBA)

University of Hawaii  
Bachelors in Business  
Administration (BBA)

**Notable Clients**

- A&B Properties
- Actus Lend Lease
- Bank of Hawaii
- Central Pacific Bank
- Department of Hawaiian Home Lands
- Department of Land and Natural Resources
- DR Horton
- HHF Planners
- Hawaii Community Development Authority
- Hunt Development
- Kamehameha Schools
- PBR Hawaii
- Queen Emma Land Foundation
- REIT Management
- RM Towill
- Stanford Carr Development