

Resume - S. Steven Sofos
President/CEO
Sofos Realty Corporation



EXPERIENCE:

**February 1989
To Present:**

**President/CEO & Principal Broker
Sofos Realty Corporation, Honolulu, Hawaii**

Formed Sofos Realty Corporation, a real estate firm specializing in commercial brokerage and property management. The company currently employs ten (14) full-time leasing/sales agents and fourteen (17) employees.

In 2001, passed all of the requirements for the Certified Property Manager (“CPM”) Designation from Institute of Real Estate Management (“IREM”) and obtained the designation in December, 2002.

Sofos Realty presently manages and leases over 12+ million square feet of commercial property on Oahu, Maui, and the Big Island and has been continually listed as the 3rd largest commercial real estate firm in the State of Hawaii in Pacific Business.

Named Receiver and Commissioner in various commercial real estate foreclosure cases in the State of Hawaii since 1998.

February 2021; The reasons Sofos should be retained, so as to help on the properties by reducing the property costs.

Over the past 40+ (5) years, personally sold and/or leased over \$6+ billion of commercial real estate in the United States.

**January 1974
to February 1989**

**Vice President & Senior Commercial Real Estate Broker
Chaney, Brooks & Company & Chaney, Brooks Realty, Inc.,
Honolulu, Hawaii**

Vice President and senior commercial real estate broker involved in sales and leasing, development and management of office, industrial and retail spaces including projects up to half a million square feet. In addition, was responsible for negotiation and overall management of commercial and industrial properties throughout the State of Hawaii.

Responsibilities included supervising and approving advertising and marketing programs for leasing of office buildings, shopping centers and various long-range projects, hiring and training support staff, as well as leasing/sales staff, and involvement in all phases of property management, lease and sales negotiations.

**Partial List
of Projects
& Transactions:**

Kauai Village Shopping Center, 112,000 square foot resort/retail center with Safeway and Pay 'n Save, as anchor tenants,.

First Hawaiian Tower, a 476,000 square foot office tower in downtown Honolulu.

Wakea Business Centers I and II, Leasing and project management of a 225,000 square foot warehouse, office and retail complex for Alexander & Baldwin, Inc. in Kahului, Maui.

Kaloko Light Industrial Park, Project management and sales of a 55-acre fee simple light industrial sub-division in Kailua-Kona.

Puhi Light Industrial Park, project management and sales of a 46 acre light industrial park sub-division in Lihue, Kauai for Grove Farm Properties,.

Halawa Business Park, Sales and marketing for a 64-acre leasehold industrial sub-division offered for Royal-Clark Development, in January.

Crossroads Shopping Center, sale of a the 75,000 square foot shopping center anchored by Safeway and located in Kailua-Kona, Hawaii.

Costco Wholesale Corporation, acquisition for all stores in the State of Hawaii.

600 Kapiolani Building. Sale of the 50,000 square foot, fee simple office Building

Xerox Building. Sale of the 80,000 square foot Xerox Building in Honolulu, Hawaii.

Kaiko'o Mall. Negotiation of 55-year master lease on 300,000 square foot Kaikoo Mall in Hilo, Hawaii.

2153 N. King Street. The fee simple sale of the 54,000 square foot office building in Honolulu, Hawaii

Westgate Shopping Center, the fee simple sales of the 40,000 square foot fee simple shopping center in Waipahu, Hawaii.

Kona Marketplace, the fee simple and leasehold sale of the 45,000 square foot resort shopping center, located at 57-7519 Alii Drive, in Kailua-Kona, Hawaii.

Waipahu Industrial Center, Sale of the 101,000 square foot warehouse complex in fee simple.

Airport Office Center, the sale of the fee simple 120,000 square foot office building.

Grant Thornton, Honolulu, Hawaii. Negotiation of new long term full floor lease.

Episcopal Church of Hawaii. Negotiated the acquisition for a new church site in Kapolei.

Development management for 120 unit single family development in Kunia, Hawaii.

New Corporate headquarters facility for Time Warner Cable lease in Kahului, Maui, Honolulu.

Sofos Realty is and has been working with the City and State for “affordable housing” developments, with over 200+ units in China Town, Honolulu, and four (4) other affordable housing projects in 2021-2022.

Lastly, I have been serving on the Board of Director for the City of Kapolei since 2017 and that I wish to serve the community again

Leasing: Negotiate and renegotiate leases for over 2 million square feet annually in the in the office, retail and industrial markets.

Boards: President of IREM Hawaii 2009 - 2013.
Hawaii Theater for Youth 2008-2011
Chairman of Pacific Club; Entertainment Committee
Pacific Club Member Relations, Building and Grounds Committee
Boy Scouts Advisory Committee
Hawaiian Humane Society
Waialae Country Club

Court**Appointments:**

Court Appointed Receiver & Commissioner since 1995 protecting commercial and residential assets for Lenders and the subsequent sale of these properties at foreclosure. Clients include Finance Factors and American Savings.

Creditor's committee chairman involving the \$180 million Chapter 11 bankruptcy filing of First Hawaiian Tower in 1992 with the developer Irwin Daniels, which eventually turned into sale of the asset for \$50 million in 1996. Case # LA 94-32974 CA.

Appointed Liquidating Receiver upon the retirement of Thomas E. Hayes for the Marn Family litigation from 2015 through the present. MASTER FILE NO. 00-1-MFL 3RD CIVIL NO. 98-5371-12 98-4706-10.

**Expert Witness
Testimony:**

Expert Witness Testimony since 1995 in Federal and State Court on cases relating to knowledge concerning commercial real estate and property management. Received fees based on hourly billing rates of between \$250 to \$350 per hour, depending upon the nature and difficulty of the case. Testified and opined in the following cases over the last few years:

1995 Hamamoto Corp. vs, Royal Coast Realty Civil #: 96-0403-01
1994 Fuji Bank vs. Irwin Daniels Case # LA 94-32974 CA
1998 Pentagram Corp. vs, Property Reserve vs. Stone, et. al.
1998 Hamamoto Corp. vs. International Savings Civil # 96-0403-01
1998 Finance Factors vs. Madeline MacGregor Civil # 97-4297-01
1999 Servco Pacific vs. Walter Dods, et. al. Civil # 98-00272 SPK
2000 Makaha Valley Towers AOA vs BWS, et. al and Johnson et. al. vs BWS Civil No. 98-0-4750-11 and 98-0-4854-11
2001 Michael Zhang, et. al. vs. Castle & Cooke Properties, Inc., et. al. # 00-1-1552-04
2002 Times Supermarket, Ltd. vs. J. H. Schnack Estate, Inc. Civil # 00-1-003244EEH
2007 GPF WAIKIKI GALLERIA, LLC, WAIKIKI GALLERIA TOWER, L.P., and WAIKIKI GALLERIA TOWER MANAGER, LLC, as general partner of Waikiki Galleria Tower, L.P., of leased premises at 2222-2224 Kalakaua
2020 Dennis T. Nagata, DDS vs Darryl Wong at al, Civil No. 18-1-0981-06 JHA

Avenue in lawsuit against DFS GROUP, L.P., CIVIL. NO. CV07-00293 DAE / LEK.

2008 CIVIL NO. CV05-00274 HG/BMK - CHANG FAMILY ET AL VS. EQUILLON ENTERPRISES, LLC
2008 Robert S. Thue vs. Taihook Associates Civil # 07-1-1456-08 2009 Oceanview et al. vs. Redico Civil #07-1-0793-05 BIA
2009 Lee Family Litigation Civil: #07-1-1896-10 GWBC Named Receiver in this case completed in 2010
2016 Krekel, Kaimulua vs Coldwell Banker; Civil 14-1-0179-01-JHC
2019 Ala Moana Tower vs Peter Savio, et. al Civil No. 13-1-3191-12 (GWBC)
2020 FL Family, LLC vs. Peter Savio and Eric Soto, et al. Civil 13-1-2947-11 (JHA)
2020 17-1-1169-07 KKH Dan Moss; Coastside Financial and Insurance Agency.

EDUCATION:

University of Hawaii, Honolulu, Hawaii
B.B.A. Real Estate (College of Business), 1975

Punahou High School, Honolulu, Hawaii
Graduate, 1971

ASSOCIATIONS:

Hawaii Association of Realtors and Honolulu Board of Realtors

International Council of Shopping Centers

Urban Land Institute

Institute of Real Estate Management

Building Owners and Managers Association

Certified Commercial Investment Member

Retail Merchants of Hawaii

National Association of Industrial and Office Parks