



SHELDON KAIKAPU GLASSCO (B)

Industrial and Investment Services



Newmark Grubb | CBI, Inc.
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Independently owned and operated

Areas of Specialization

- ♦ Industrial Sales and Leasing
- ♦ Investment Sales (Multi-Family, Retail & Office)

Recent Accomplishments

- ♦ Industrial Broker of the year 2013
- ♦ 2013 lease and sales transactions were in excess of \$20 million
- ♦ Rookie of the Year in 2008

Professional Background

Sheldon began his career with Newmark Grubb CBI, Inc. in 2008 when the company was then Grubb & Ellis|CBI, Inc. and is a team member of the Industrial & Investment Services Division. Prior to commercial real estate, Sheldon worked in the hospitality industry for fourteen years at Hyatt Hotels Inc, & Halekulani Corp. While there, he learned the importance of team success and being assertive, along with gaining a unique insight into elite international business. This skill set has been instrumental with his successful transformation of professions. Sheldon is a native of Honolulu, so his local knowledge and island approach has helped him connect with many landlords, tenants, buyers and sellers. Sheldon works closely with his clients to improve properties, facilitate sales and leasing, and introduce innovative concepts, which have helped improve their profitability. His hands-on approach and creative thinking have helped to surpass his client's expectations.

Partial Clientele List:

- ♦ REIT Management & Research LLC (HRPT Properties Trust NYSE: HRP)
- ♦ Cycle City Limited
- ♦ Central Pacific Supply Corporation
- ♦ RDI Properties, Inc.
- ♦ K & S Hawaiian Creations, Inc. (DBA Honolulu Cookie Company)
- ♦ TOMCHI Group, LLC
- ♦ Metropolitan Maintenance, Inc.
- ♦ Queens Realty

Community Activities:

- ♦ Big Brothers Big Sisters of Honolulu
- ♦ Kewalo Basin beach clean ups
- ♦ Toys for Tots