

# WILLIAM FROELICH (JD) (SIOR) (CCIM)

www.oahuindustrial.com

(808) 636-3999

## Experience Dec 2005 – Present

### COLLIERS INTERNATIONAL

Honolulu, HI

*Senior Vice President, Industrial Division Manager and Investment Services Division*

[www.colliersinternational.com/william.froelich](http://www.colliersinternational.com/william.froelich)

- Performed industrial and investment real estate sales, leasing, acquisitions, and consulting.
  - 2016, Earned company wide top producer and Everest Club winner representing the top 10% of advisors in North America. Recipient of Hawaii Business Magazines 20 for the next 20 award.
  - 2015, Earned company wide industrial division top producer and Everest Club winner.
  - 2014, Earned company wide outstanding producer and Everest Club winner .
  - 2013, Recipient of Pacific Business News's State of Hawaii 40 under 40 award class. Colliers Everest Club winner
  - 2011, 2012, 2013 Earned company wide industrial division top producer.
  - 2008, 2010, Earned company wide outstanding producer.
  - 2009, Earned company wide industrial division top producer. Brokered the sale of three of the top ten industrial sale transactions in the State of Hawaii and the sale of the top two industrial vacant land transactions in the State of Hawaii.
  - 2007, Quadrupled production in twelve months including the sale of over five million dollars worth of property and the leasing of over 50,000 square feet.
  - Produced transaction volume since 2006 in excess of 500 million dollars and earned over 4 million in net commissions. (6 million gross)
  - Developed knowledge of methods of asset valuation including NOI, CAP rate analysis, net present value calculations, and internal rates of return,
  - Mentor for new agents.

## Education 2002 - 2005

### SANTA CLARA UNIVERSITY SCHOOL OF LAW

Santa Clara, CA

*Juris Doctor, May 2005*

- Specific interests and focus on commercial real property, real property taxation, landlord tenant law, contracts, and IRS Section 1031 tax exchanges.

### SEATTLE UNIVERSITY SCHOOL OF LAW

Seattle, WA

*Visiting Scholar, Fall of 2004*

- Performed research on commercial real property issues with specific focus on IRS Section 1031 exchanges and tenant in common structures (TICS).

## 2000 - 2002

### UNIVERSITY OF WASHINGTON

Seattle, WA

*Bachelor of Arts in Law Society and Justice, June 2002*

- Deans list; Fall 1999, Winter 2000, Spring 2000, Winter 2001

## Skills/ Activities/ Memberships

- Active Certified Commercial Investment Member (CCIM)
- Active Society of Industrial and Office Realtors Member (SIOR)
- Active member of the Washington State Bar Association
- Active member of the Urban Land Institute
- Big Brothers Big Sisters of Hawaii
  - Board member and executive board member for Big Brothers and Big Sisters of Hawaii.
- Guest author in SIOR Magazine, Western Real Estate Business News, and Hawaii Business Magazine. Quoted in Pacific Business News numerous times.