



SHOP, DINE, PLAY, & STAY

at

KA MAKANA ALI'I



Ka Makana Ali'i

The Center for West O'ahu

Discover Ka Makana Ali'i, the premier shopping and dining destination in the heart of Hawai'i's fastest-growing residential region. Experience our vibrant open-air Center that serves as the gathering place for Central and West O'ahu. Ka Makana Ali'i is a super-regional shopping center tailored to international visitors and loyal residents, and is exceptionally positioned for future growth.

Located just minutes from world-famous Ko Olina Resort, we have curated a collection of top-notch brands, national retailers, and favorite local boutiques, that delivers a unique shopping experience unlike any other on the island.

Our Center is your all-in-one destination, blending island casual with sophistication, offering on-trend fashions, unparalleled shopping, award-winning events and entertainment, one-of-a kind cultural experiences, exceptional happy hours, and an incredible selection of culinary adventures.

Ka Makana Ali'i is owned by Kapolei Hawaii Property Company, LLC, a joint venture between DeBartolo Development and OPTrust.



SHOP, DINE, PLAY & *Discover*

Boasting 596,907 SF, Ka Makana Ali'i is Hawai'i's first super-regional shopping center to be built in the past 50 years and features:

35 Restaurants and eateries

115+ Exciting shopping and dining options

State-of-the-art **luxury theatres**

175-key hotel Hampton Inn & Suites by Hilton

The Grove at Ka Makana Ali'i, a healthy daily-needs

lifestyle center

Trade Area Highlights

Ka Makana Ali'i's trade area covers a 25-mile radius with a population of 1,016,132.

20% population growth over the past 10 years

13.5% residential growth rate over the past 10 years

70% home ownership rate

The Center is only **3.5 miles from Ko Olina Resort**. Currently, approximately 50% of the resort is developed, with planned future growth of 3,895 units. At full build out, the trade area will boast 9,200 visitor rooms.

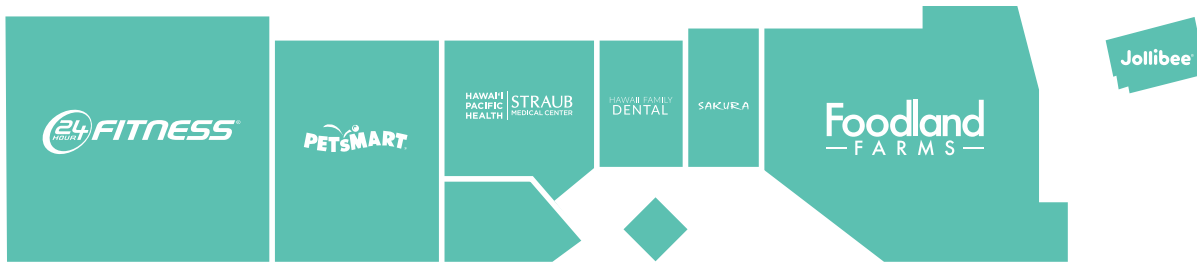
Ka Makana Ali'i and Ko Olina Resort are two of the largest employment hubs in West Oahu

*Source: Plasch Econ Pacific LLC 2025



Key Retailers





The Grove

The Grove at Ka Makana Ali'i is located on the west side of the shopping center across from Hampton Inn & Suites by Hilton. The Grove is a community-centric, 109,000-square foot daily-needs center, and offers a variety of retailers, restaurants, and services.

The Grove is anchored by 24 Hour Fitness, PetSmart, Foodland Farms and Straub Benioff Medical Center – an innovative health and wellness collaboration focused on primary care. The extensive selections and convenience provided by upscale grocer Foodland Farms creates synergy between the Center and The Grove.

THE GROVE KEY RETAILERS:



Unparalleled Location

EDUCATION

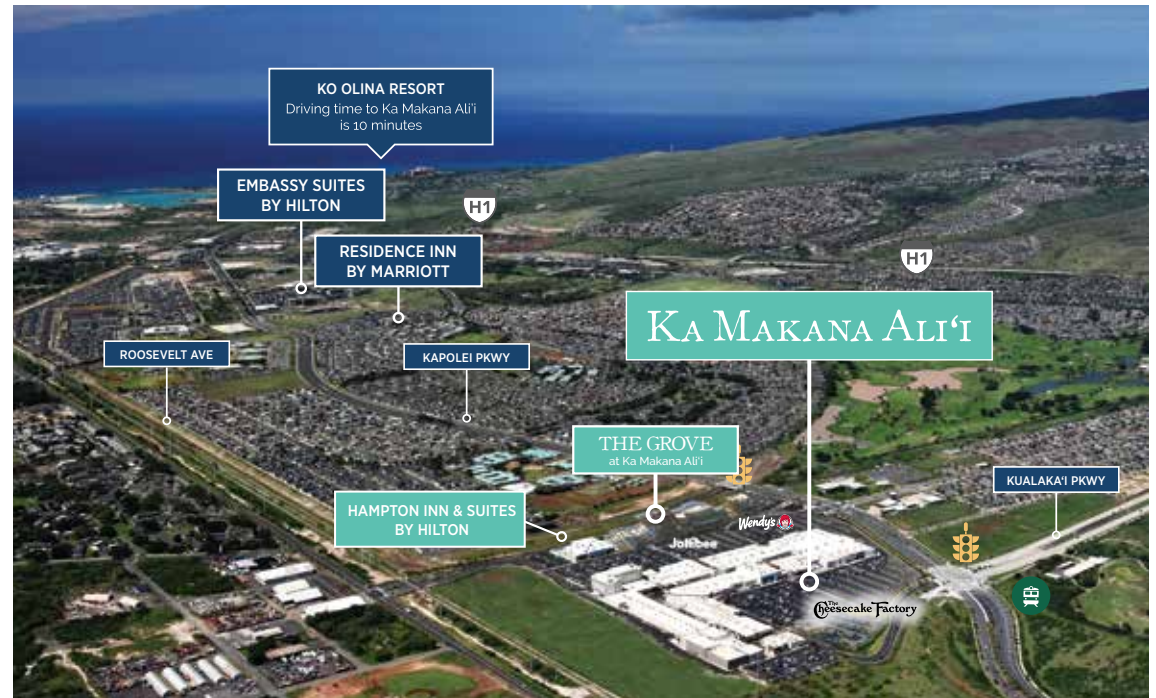
- 17 public schools (+4 new entitled public schools)
- 3 private schools (+1 in construction)
- 3 higher education institutions:
 - » Leeward Community College – 10 mi 8,100 students
 - » University of Hawai'i West O'ahu – 2 mi 3,550 students
 - » Hawai'i Tokai University – 2 mi 150 students

TRANSPORTATION

- TheBus
 - » Transports shoppers from transit hubs to and from the Center every 10 minutes
 - » An average of 7,500 monthly riders
- Skyline - O'ahu's new high-speed rail
 - » Serves 11,750 commuters daily

TOURISM

- » Ko Olina Resort is only 3.5 miles from the Center. Approximately one-third of Ko Olina Resort visitors explore Ka Makana Ali'i during their stay.
- » Ko Olina Resort is home to four major hotels – Aulani, a Disney Resort & Spa (832 rooms), Beach Villas at Ko Olina (247 rooms), Four Seasons Resort O'ahu (371 rooms), and Marriott's Ko Olina Beach Club (949 rooms)
- » Anchoring the property is a 175-key Hampton Inn & Suites by Hilton. Kapolei features four additional select service hotels: Embassy Suites (180 suites), Hyatt House (132 suites), Hyatt Place (108 rooms), and Residence Inn by Marriott (183 suites).



Trade Area Demographics

Four distinct customer segments: trade area residents, tourists, daytime employment/military personnel, college students

	*15 Mile	*20 Mile	*25 Mile
Population	730,023	918,875	1,029,274
Average Household Income	\$130,408	\$136,943	\$141,016
Average Disposable Income	**\$91,006	**\$94,052	**\$96,432
\$100K+ Income Households	124,057	163,029	186,454
Total Household	240,422	307,603	342,875
Median Age	39.2	40.2	40.2
Families	164,474	208,699	233,376
Average Household Size	2.95	2.89	2.9

Average discretionary income of the top 70% of visits: \$66,712**

*Source: Placer AI 2025. Source: ESRI, 2025. | **Source: Placer AI 2024. Source: ESRI, 2024.

Residential Growth

Ka Makana Ali'i is uniquely positioned in the center of the fastest-growing residential region in all of Hawai'i.



HOUSING UNITS - PLANNED				
PROJECT NAME	PLANNED	BUILT	TO BE BUILT	NOTES
Haku Kapolei	850	0	850	Haku Kapolei also referred to as "Kapolei Northwest Corner" - The Michaels Organization and Ikenakea Development LLC. Phase 1 will consist of 344 rental units. Phase 2 will consist of an additional 376 units in two, multifamily buildings. Phase 2 includes a proposed option to add 130 additional units via a "higher density alternative," that may allow for two 170-foot midrise towers, if entitlements and financing are obtained.
Kapolei West	2,000	0	850	Formerly China Oceanwide Holdings. Purchased by Tower Development. Master plan for 2,000 units, unknown delivery date. New developer plans 400-key luxury resort on the property along with 450 luxury branded residences.
Makaiwa Hills	4,200	0	4,200	James Campbell master plan. Unknown delivery date.
UH West Oahu	4,041	0	4,041	Entitled master plan. Unknown delivery date. 761 - student/faculty housing; 355 - workforce/affordable housing; 2,925 homes - market priced townhomes. single-family homes - may be moved into the new film studio project
TOTAL	11,091	0	9,941	

HOUSING UNITS - IN CONSTRUCTION / SELLING				
PROJECT NAME	ENTITLED/ PLANNED	BUILT	TO BE BUILT	NOTES
DHHL East Kapolei II	1,800	480	850	Under construction.
Ho'opili	11,750	3,000	8,750	D.R. Horton. Under construction. Selling.
Hunt Parcels	4,000	390	3,610	Hunt Development. First phase of 390 homes (Gentry Ka'ulu) completed 2023.
Ka'uluokaha'i	1,800	480	1,520	DHHL East Kapolei II. Under construction. Unknown delivery date.
Koa Ridge	405	0	405	Kobayashi - Estimated completion date 2025. The \$199 million project is being developed by Kobayashi Group and A'he Group in partnership with the City & County of Honolulu, Hawaii Housing Finance and Development Corporation (HHFDC), CREA LLC, and Bank of Hawaii.
Parkway Village	405	0	405	Kobayashi Group and A'he Group in partnership with the City & County of Honolulu, Hawaii Housing Finance and Development Corporation (HHFDC), CREA LLC, and Bank of Hawaii. Estimation completion date 2025.
Haku Kapolei	850	0	850	The Michaels Organization and Ikenakea Development LLC. 3 total Phases. Phase 1 construction to begin 2024-2025.
Hunt Parcels	4,000	390	3,610	First phase of 390 homes (Gentry Ka'ulu) completed 2023.
TOTAL	25,010	4,740	20,000	

A Growing Region

HOUSING DEVELOPMENTS COMPLETED SINCE KA MAKANA ALI'I OPENED - BETWEEN 2016 - 2023

PROJECT NAME	ENTITLED/ PLANNED	BUILT	NOTES
Kānehili (East Kapolei I)	403	403	DHHL completed 2020
Ko'oloa'ula	308	308	Mutual Housing
The Element	318	318	Greystar (rental apartments) / Alaka'i Development - completed in 2020
Kapolei Lofts	499	499	Forest City Hawaii completed 2017
Mehana	1,150	1,150	DR Horton completed 2018
Hale Moena Kupuna	153	153	Affordable rentals for seniors. Highridge Costa, in partnership with Coastal Rim Properties of Honolulu completed in 2020
Hale Moena Ohana	143	143	Affordable rentals for families. Highridge Costa, in partnership with Coastal Rim Properties of Honolulu completed in 2020
Gentry Coral Ridge	178	178	Gentry completed 2019
Gentry North Park	174	174	Gentry completed 2022
Gentry Seabridge	277	277	Gentry completed 2019
Gentry Makamae	150	150	Gentry completed 2023
Hoakalei Residences	4,850	4,850	Haseko completed in 2016
TOTAL	8,603	8,603	

Ka Makana Ali'i

Customer Origin

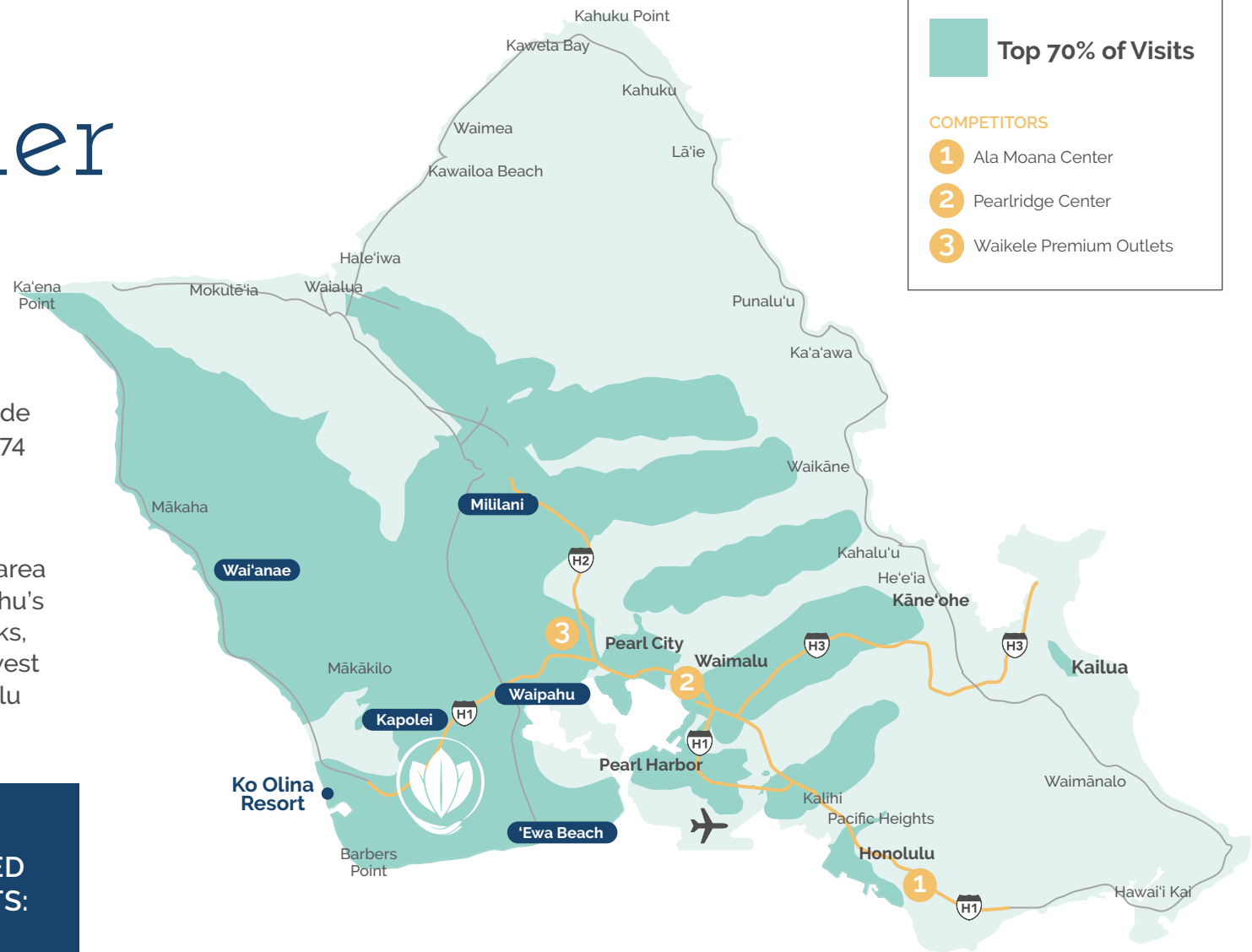
Ka Makana Ali'i is a super-regional shopping center with a 25-mile trade area that covers more than 1,029,274 people with an Annual Household Income of \$141,016.

Ka Makana Ali'i's Customer Origin area extends more than 25 miles to O'ahu's north shore, past Schofield Barracks, past the Waianae area along the west coast, and past downtown Honolulu and Waikiki to the east.

TOP FIVE ZIP CODES BASED ON PERCENTAGE OF VISITS:

- 96706: 'Ewa Beach
- 96707: Kapolei
- 96792: Wai'anae
- 96797: Waipahu
- 96789: Mililani

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Our Shoppers

A YOUNG, AFFLUENT SHOPPER

78% of visitors to Ka Makana Ali'i live within 10 miles of the Center

54% are between the ages of 25 – 54

58% of visitor households earn over \$100K per year

45% have children under the age of 18 living at home

45% have a college or post-graduate degree

Total visits **9.2MM***

Average visit duration is **94.8** minutes*

Annual number of visits is **20.4**



Ko Olina Resort

The Crown Jewel of West O'ahu

Ka Makana Ali'i's trade area is home to the most concentrated growth in high-end visitor accommodations.

Ko Olina Resort is only **3.5 miles** from the Center. Approximately one-third of Ko Olina Resort visitors explore Ka Makana Ali'i during their stay.

3,500 visitor rooms, villas and condominiums, with a 90% occupancy rate the majority of the year.

1,500 new hotel accommodation units in planning and permitting at Ko Olina. Once completed 9,200 visitor rooms will be available in West O'ahu.

The number of Ko Olina residential units is expected to more than double in the next decade with an additional **3,895 units**

Approx. 1/3 of Ko Olina Resort domestic visitors explore Ka Makana Ali'i during their stay. Tracking of international visitors is unavailable.



KO OLINA RESORT CURRENT VISITOR UNITS AND FUTURE EXPANSION

- Four Seasons Hotels & Resorts
371 units
- Aulani A Disney Resort
832 units
- Beach Villas at Ko Olina
247 units
- Marriott Vacation Club
949 units
- Additional *1,500 planned units* that have yet to start construction

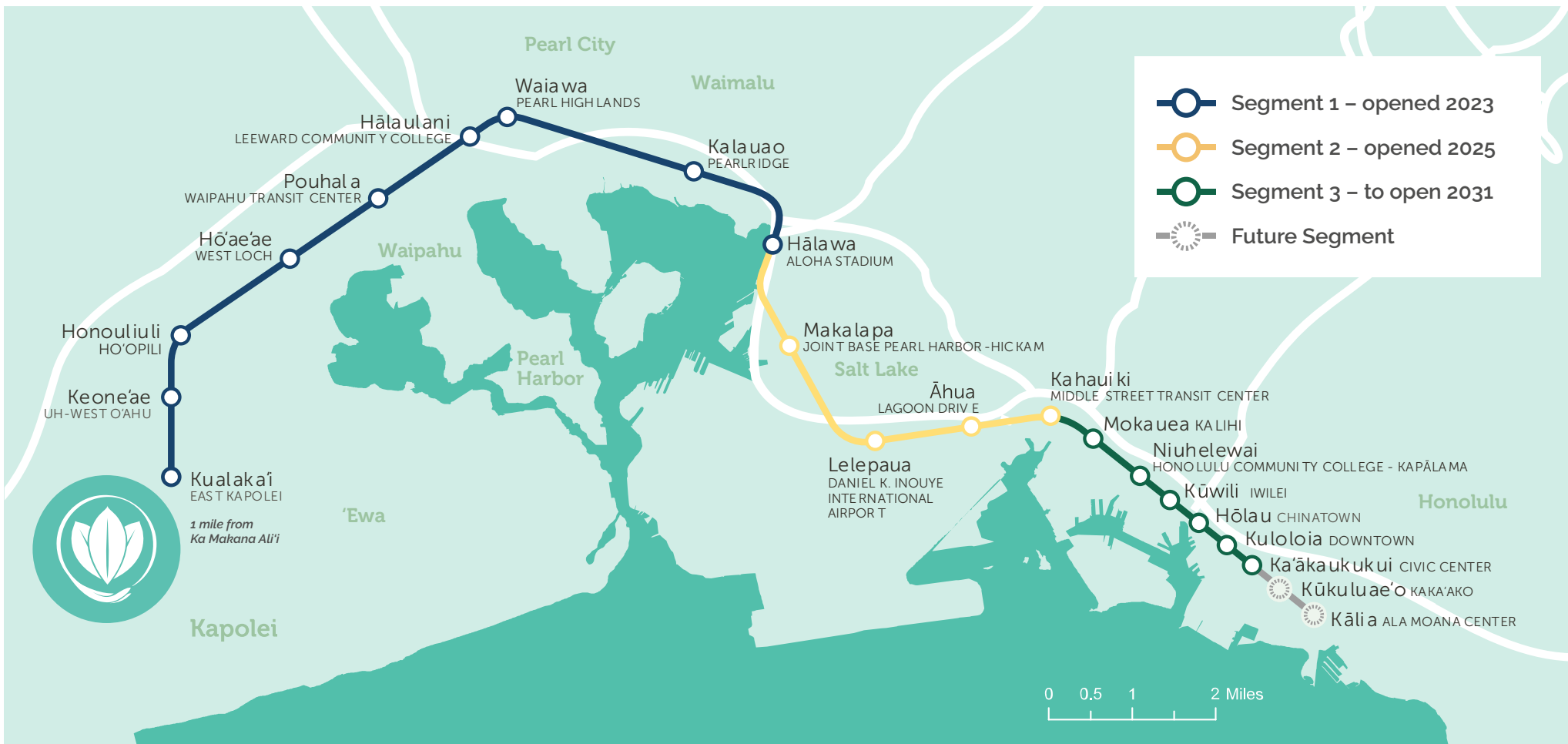
Honolulu Mass Transit

TheBus – Skyline Integration

TheBus – Skyline Integration provides local and regional access and will allow Ka Makana Ali'i to serve an expanded trade area.

The Honolulu Rail Transit Project (Skyline), is an urban rail rapid transit system under construction on O'ahu. By 2031, Skyline is projected to carry 120,000 passenger trips per day.

West O'ahu is the center of growth planning for the state of Hawai'i, which has invested resources for roadways and infrastructure, including \$1.55B in committed federal funding for a regional rail system connecting Honolulu and Kapolei.





Marketing Support

Ka Makana Ali'i is recognized nationally as a leader in the shopping center industry for integrating and maximizing its use of technology to share the Center's news and activities – and more importantly, its tenants' exciting offerings.

With the JLL digital marketing platforms, the Center's marketing team creates initiatives that drive traffic, build shopper relationships, and drive sales.

The Center's marketing team also uses traditional marketing efforts, such as in-Center experiential outreach, public relations, broadcast media interviews, and community outreach to create opportunities for tenant success.

Mobile Club

Subscriber-based text message program that features tenant specials and Center promotions

Royal Insider

Consumer opt-in email program featuring Center and tenant promotions

Social Media

Effectively communicates with today's time-pressed consumers

Website

Tenants are provided independent access to launch their own offers on the Center's website

ShopPings

Wi-Fi text message program that shares tenant specials when the shopper returns to the Center

Public Relations

Proactive services result in media coverage for the Center and specific tenants

Experiential Marketing

Interactive programs designed to drive traffic and sales to the Center and storefronts



The *Vibrant* Place To Be

Ka Makana Ali'i offers numerous opportunities for tenants to participate in our multitude of events and activities. The Center is the premier gathering place and entertainment hub for the region and hosts hundreds of inspired promotions and events each year.

Some of the Center's signature events have included:

- Style Refresh Weekends
- Draft day and football camps featuring Pro Football Hall of Fame Wide Receiver Jerry Rice and Pro Football Hall of Fame Safety Ronnie Lott
- Monster X Tour truck display with Bigfoot driver AJ Straatmann
- Holiday Snowing Tree
- Poke Fest
- Hawai'i's Steel Guitar Festival
- Stop Motion Animation Film Festival
- 'Ōlelo Hawai'i (Hawaiian Language) Classes and Speech Contest
- Prince Kūhiō Parade and Tribute
- Family Pajama Party
- West Fest music festival
- Concert series with fireworks spectacular





The Vibrant Place to Be

Discover Ka Makana Ali'i in the heart of the fastest-growing residential region in the state, and just minutes from world-famous Ko Olina Resort. The Center's creative and professional ownership and property management team is committed to the success of our tenants. We invite you to join us and discover why Ka Makana Ali'i is the vibrant place to be.

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