



Vice President | Hawaii
Retail Services

emalia.pietsch@colliers.com
Main: +1 808 524 2666
Direct: +1 808 523 9710
Fax: +1 808 521 0977
colliers.com

220 S. King Street, Suite 1800
Honolulu, Hawaii 96813

Education or Qualifications

State of Hawaii Licensed Real Estate
Salesperson

University of San Diego, Bachelor of
Business Administration

Affiliations or Memberships

ICSC - Retail Chair

Adventist Health Castle - Board
Member

Junior Foundation Board of
Kapiolani Medical Center for
Women & Children - Board Member

Juvenile Diabetes Research
Foundation (JDRF) - Board Secretary

Family Business Center Group -
Advisory Board

2019-2022 Pacific Century Fellow

Punahou Alumni Association

Areas of specialization

Urban Retail Leasing

Resort Retail Leasing

High Street Retail Leasing

Landlord Representation

Affluent Specialized Markets

Achievements

Top Producer (2013, 2015 - 2022)

Emalia Pietsch (s)

PASSIONATE is one word that describes how Emalia is with projects and clients. When you truly love what you do, it is hard to call it work! Emalia concentrates her energy curating, repositioning, and helping grow projects and developments in Waikiki, Urban Retail in Kaka’ako, specialized affluent neighborhoods, and all other resort retail markets throughout the islands. She specializes in Landlord representation and working with experienced local and national resort, urban, and luxury retail tenants. She’s able to strategically work with tenants on their expansion plan and provide detailed analysis on the roll out of their brand within the Hawaii Market.

Emalia has had the privilege of working on the following notable projects over the years: Haleiwa Store Lots, The Shops at Kukui’ula, SALT in Our Kaka’ako, Pualeilani Atrium Shops at the Hyatt Regency , Waikiki Beach Walk, The Shops at the Ilikai, Kuono Marketplace, Ward Village, Ko’Olina Station and Center, Kailua Town, Princeville Center, Queens Marketplace, and Outrigger Waikiki. In 2019, she became the first third party exclusive leasing agent to take over and assist Howard Hughes with their 60-acre Ward Village Development.

Some notable clients she continues to assist with their expansions are Mahina, Maui Divers, Soha, Kahala, Tori Richard, Dry Bar, Foodland, Coffee Bean & Tea Leaf, Greenroom Hawaii, Guava, Bikini Bird, Crumble Cookie, Happy Lemon, It’s Sugar, Catherine Michaels, Banan, KOHO Chocolates, Honolulu Coffee Co, Twin Islands, Paul Smith, Red Fish, Splash, Moena Cafe, Kona Brew, and Republic Retailers (to name a few).

Emalia’s enthusiasm, dedication, and determination allow her to look beyond any single transaction and instead focus on how the merchandising and uniqueness of each tenant synergistically benefits the overall property, ensuring that each lease benefits all parties



involved. Our Resort Retail Monthly Newsletter is sent to many in the industry and our clients, showcasing the most notable news of the month and provides insights into our personalities and what our Resort Retail Urban Team is focusing on.

Since 2013, with the confidence given to our team by our clients, Emalia has been honored to achieve outstanding production recognition.

Prior to joining Colliers in 2007, Emalia started her real estate experience in California working in the multi-family division at Grubb & Ellis BRE in La Jolla. She was able to expand her knowledge of the commercial market by being exposed to countless commercial projects in the San Diego area through the Real Estate division at the University of San Diego.

Emalia is also committed to our community and is currently engaged with numerous non-profit organizations. She was extremely active in Juvenile Diabetes Research Foundation (JDRF) and have sat on their board since 2009. She was their Board Secretary and promoted its Annual Gala. Currently, Emalia is actively involved in the Junior Foundation Board for Kapiolani Hospital and dedicates most of her time to supporting their services. She joined the Adventist Castle Health Board as well. She has sat on the Advisory Board for the Family Business Center Group and has held positions such as Retail Chair and Next Generation Chair for the State of Hawaii for International Council of Shopping Centers (ICSC). To support a community, Emalia joined the Board of Waikiki Improvement Association (WIA) and participates with the Waikiki Community Center annual gala.



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Noteworthy Projects

- 2113 Kalakaua
- Aloha Tower Marketplace
- Azure
- Beachcomber by Outrigger
- Downtown Kihei
- Fairmont Orchid
- Haleiwa Store Lots
- Halekulani
- Hyatt Regency Maui
- Ilikai Shops
- Kailua Town
- Kamakee Vista
- Keawe Retail
- Kihei Town Center
- Ko Olina Station & Center
- Kuono Marketplace
- Marriott Waikiki
- Outrigger Waikiki
- Pearlridge Center
- Polynesian Plaza
- Princeville Shopping Center
- Puaklani Center
- Pualeilani Atrium Shops at The Hyatt Regency Waikiki Resort & Spa
- Queen’s Marketplace
- SALT Kaka’ako
- The Shops at Kuku’ula
- Waikiki Beach Walk
- Waikiki Beachside Hotel
- Waikiki Shopping Plaza
- Ward Village

Tenant Relationships

- BAPE
- Banan
- Bikini Bird
- Brazilian Showroom
- Buffalo Wild Wings
- City Mill
- Club Pilates
- Coco Trading Co
- Coffee Bean & Tea Leaf
- Crumbl Cookie
- Dry Bar
- Food Pantry
- Foodland Farms
- Gather Restaurant Group
- Good Feet Store
- Greenroom Hawaii
- Guava Shop
- Happy Lemon
- Honolulu Coffee Co.
- Hooters
- It’s Sugar
- Kahala
- Kids City
- KOHO Chocolates
- Kona Brew
- Kira Kids
- Mahina
- Maui Divers Jewelry
- Moena Cafe
- Nick Kuchar
- Outerknown
- Paul Smith
- Quay
- Red Fish
- Seven Brothers
- SoHa
- Splash
- Stokehouse
- Tori Richard
- Twin Islands
- Up & Riding
- Vuori

Client Relationships

- American Assets
- Aqua Hotels & Resorts
- BRE Hotels
- Fergus & Companies
- Goldman Sachs
- Halekulani Corporation
- Hawaii Pacific University
- Howard Hughes
- Hyatt
- iStar
- Kamakee Commercial LLC
- Kamehameha Schools
- Marriott
- Mirae Assets
- Outrigger Hotels Hawaii
- ProsPacn Holdings Group
- Sullivan Family of Companies
- The Resort Group
- Waikiki Shopping Plaza, LLC
- Washington Prime