

JAMES FARMER (R)

Realtor, Vice President, Certified Luxury Home Previews Specialist, Certified Commercial Investment Member (CCIM), Multi-Million Dollar Producer



James Farmer knows the local market. Born and raised in Honolulu, James specializes in Luxury and Waterfront Homes, as well as Development and Commercial real estate sales.

He takes a special interest in assisting his clients with the wealth building aspect of owning real estate, through analysis of a client's real estate portfolio, financing, market timing, and maximizing the return on assets. Amazingly, this often starts with the client's own home.

Property Sellers achieve higher sales prices from precision marketing campaigns, as well as market timing mechanisms. These superior profits assist Sellers in achieving their real estate objectives beyond their initial expectations.

By taking a straightforward and honest approach to buying and selling real estate for his clients, James has been a consistent multi-million dollar producer and one of Coldwell Banker's top producers over 3 decades. He continues to be one of the industry's leaders in achieving his customers' real estate goals.

James is a Vice President and also a designated International President's Elite member. Additionally, he is one of a few agents within the company that is a Certified Luxury Home Previews® Specialist. James is a member of the Honolulu Board of REALTORS® (HBR), the National Association of REALTORS® (NAR), and the Commercial Investment Real Estate Institute (CIRED). He is also a Certified Commercial Investment Member (CCIM). A certification only held by 7,000 other Brokers nationwide, and often referred to as the PhD of real estate. He is also a member of the Hawaii Developers' Council.

James has sold and exchanged Office, Retail, Apartment Buildings/Multi-family, Luxury Home developments, Warehouses, and other Development properties for various investors and developers.

James holds a Business Administration degree (with honors), and a Master of Science degree (with honors). He has additional education in Real Estate Law and Contracts, Financing, Real Estate Development (Law Seminars International, CCIM and Honolulu Board of REALTORS® programs), Banking and Marketing.

James worked for Bank of Hawaii in both the Financial Department and the Management Information System Department. He owned and operated an exporting company, and was also a manufacture representative in the construction industry.