## EXPECT BETTER\*



MYRON & AMBUR KIRIU
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Owner, V.P. Public Relations



SHERRIE SASAKI Director of Team Operations Realtor Associate, J.D. RS-74829

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MyronK@betterhawaii.com

SherrieS@betterhawaii.com

#### **TEAM KIRIU**

The key to our success is our team approach to real estate. Our team members provide us support so that you will have our individual attention to focus on your specific needs.



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GRACE HWANG MIRZA, RA Buyers Specialist Bilingual English/Korean RS-81233



GRACE ONG, RA
Client Relations
Specialist
Bilingual
English/Cantonese
RS-81336



TRISHA KAGAWA, RA Listing Specialist RS-80452



MARY MARTIN, RA Executive Associate



DEBBIE JOW ITO, RA Technology Marketing Specialist



HUNTER RAPOZA Digital Marketing Specialist



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#### A WINDOW OF OPPORTUNITY

We are approaching the coming summer with cautious optimism. State and City restrictions are starting to relax a bit. Restaurants, retail shops, businesses, beaches and parks are reopening. We as real estate agents can now conduct public in-person open houses (with certain restrictions).

It is more important now than ever that as things do open up, we abide by the social distancing rules (e.g. face mask in public settings, maintaining a certain distance during group gatherings, etc.). We love that we are able to see and interact with our friends and families, but let's do it in a smart and safe manner. A second wave of COVID-19 is inevitable, but the more we do as a community to limit the impact, the greater chance we well have for quicker V shaped economic recovery vs. a longer recovery.

This summer represents a window of opportunity for both Buyers and Sellers. The shut down in March, April, and May of 2020 has created a build-up of Buyers wanting to buy and Sellers wanting to sell. In other words, ready willing and able Buyers who have not been able to look at homes due to the lock down can now view properties and more readily submit offers, and Sellers who could not market their homes for sale now feel more comfortable putting their homes on the market. Our state and community have done a great job to lessen the impact of COVID-19 in Hawaii and keep our infection rate low, but as we open our state in the coming months to more local activities and much-needed visitors to stabilize our economy, more infections are predicted to occur. This leaves a window of a few months to transact real estate in the open, inperson format we see today.

As far as our view of the near and long term future of real



estate, we abide by the old adage we hope for the best, but plan for any obstacles. As the national and state economies start and stop based upon (1) the new occurrences of COVID-19 and (2) the progress being made on a treatment/vaccine for the virus, the real estate market will also have it's starts and stops. In the near term, most economists believe that Hawaii will have a flat or slightly downward trend in prices over the next couple of years before we start seeing a resurgence of median sales price increases. This should not be too surprising as we have seen a bull market in Hawaii real estate prices over the past decade. Home prices cannot keep rising indefinitely. The COVID-19 pandemic initiated what may have been a normal retrenching period prior to another round of annual median price increases.

We will hope and pray that the second wave of COVID-19 will be controlled and we can get back to a sense of normalcy. Together we will emerge from this pandemic even stronger.

Mahalo and be safe!

<sup>\*</sup> Per Honolulu Board of Realtors MSL statistics

#### AINA HAINA / HAWAII LOA / NIU VALLEY

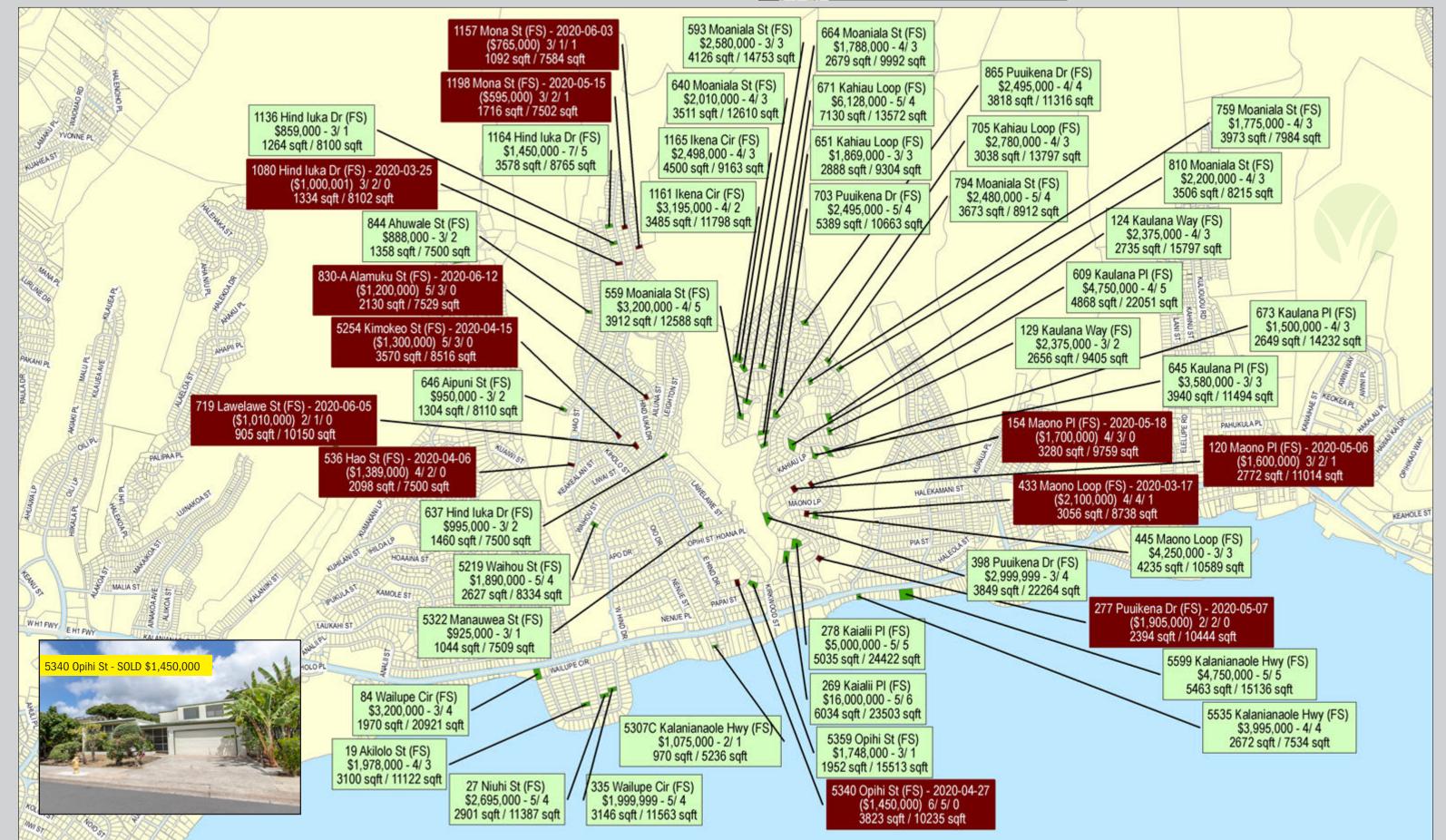
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ACTIVE PROPERTIES LEGEND: Property Address (Tenure) List Price - Beds/Full Baths/Half Baths Roofed Living Area / Land Area



#### KAHALA / DIAMOND HEAD

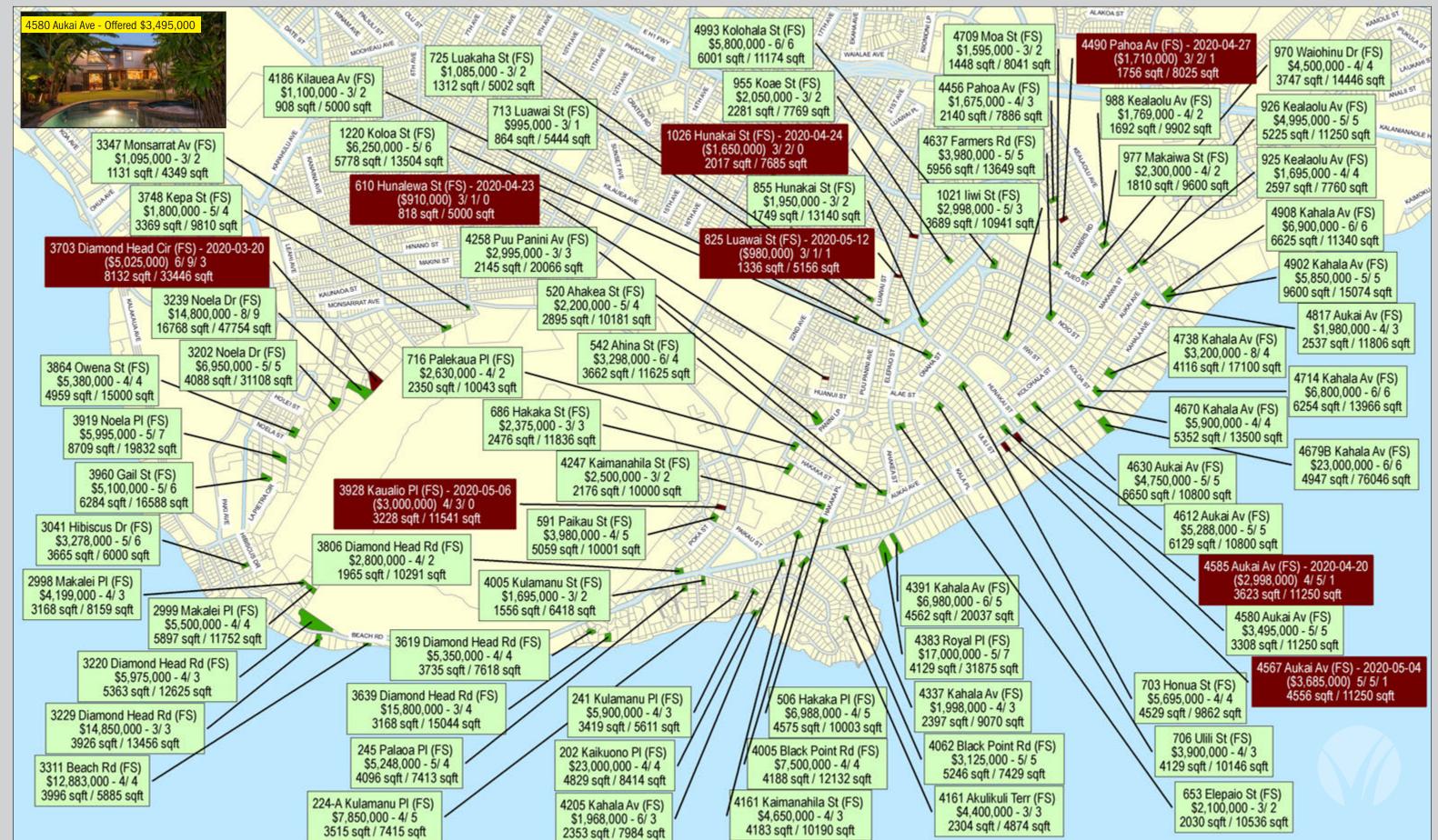
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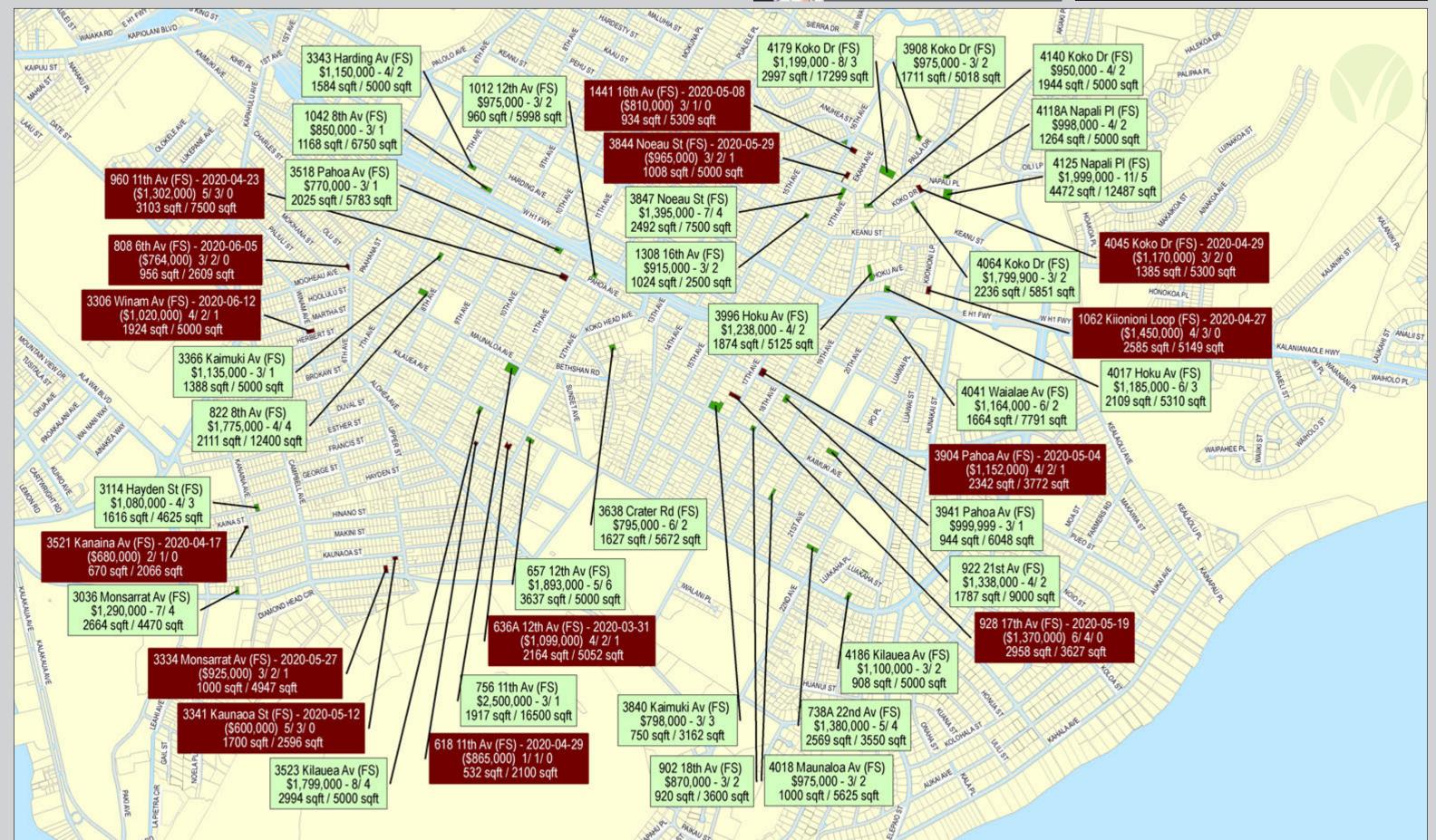


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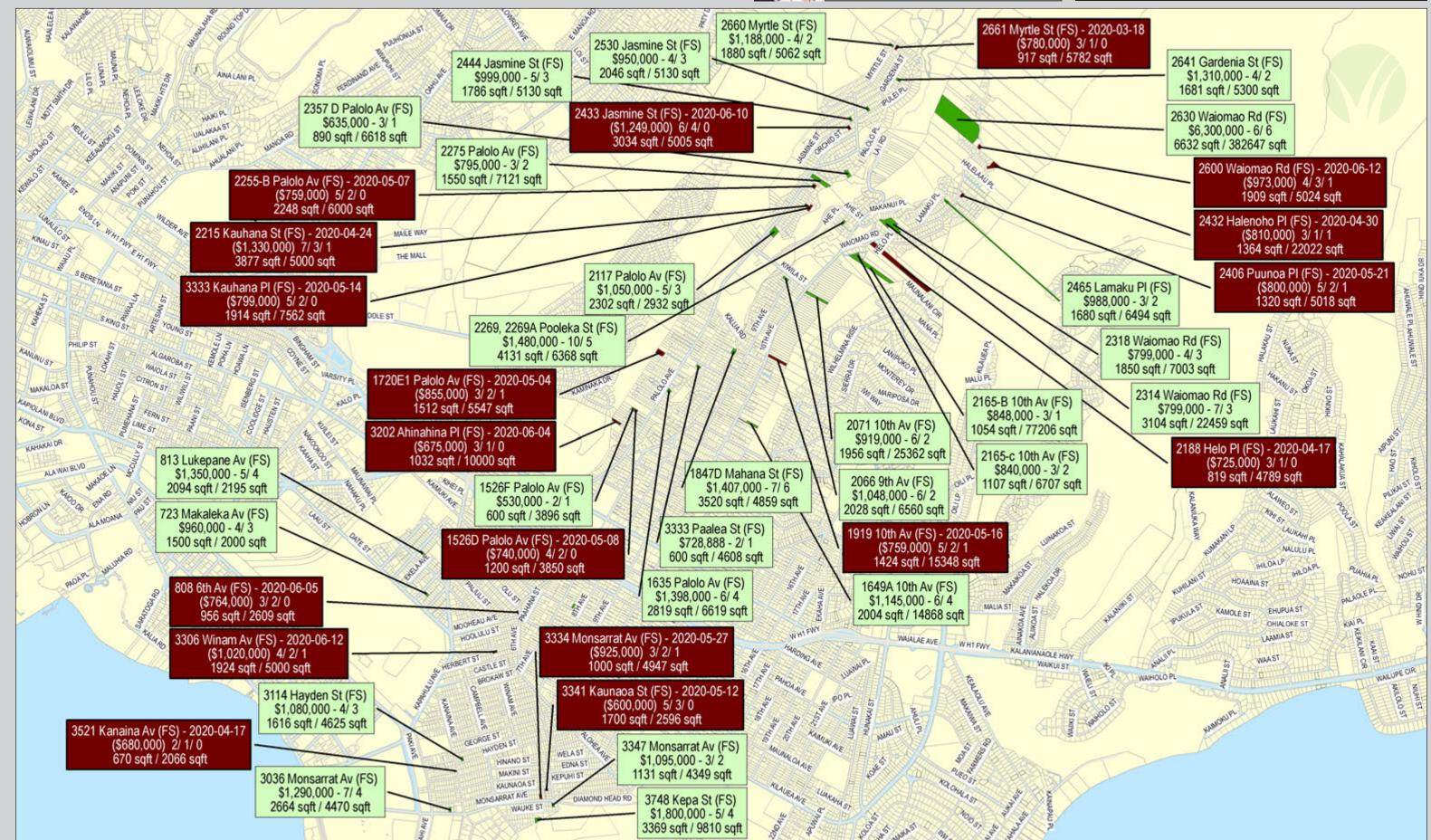
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### KOKO HEAD TERRACE / KOKO KAI/PORTLOCK

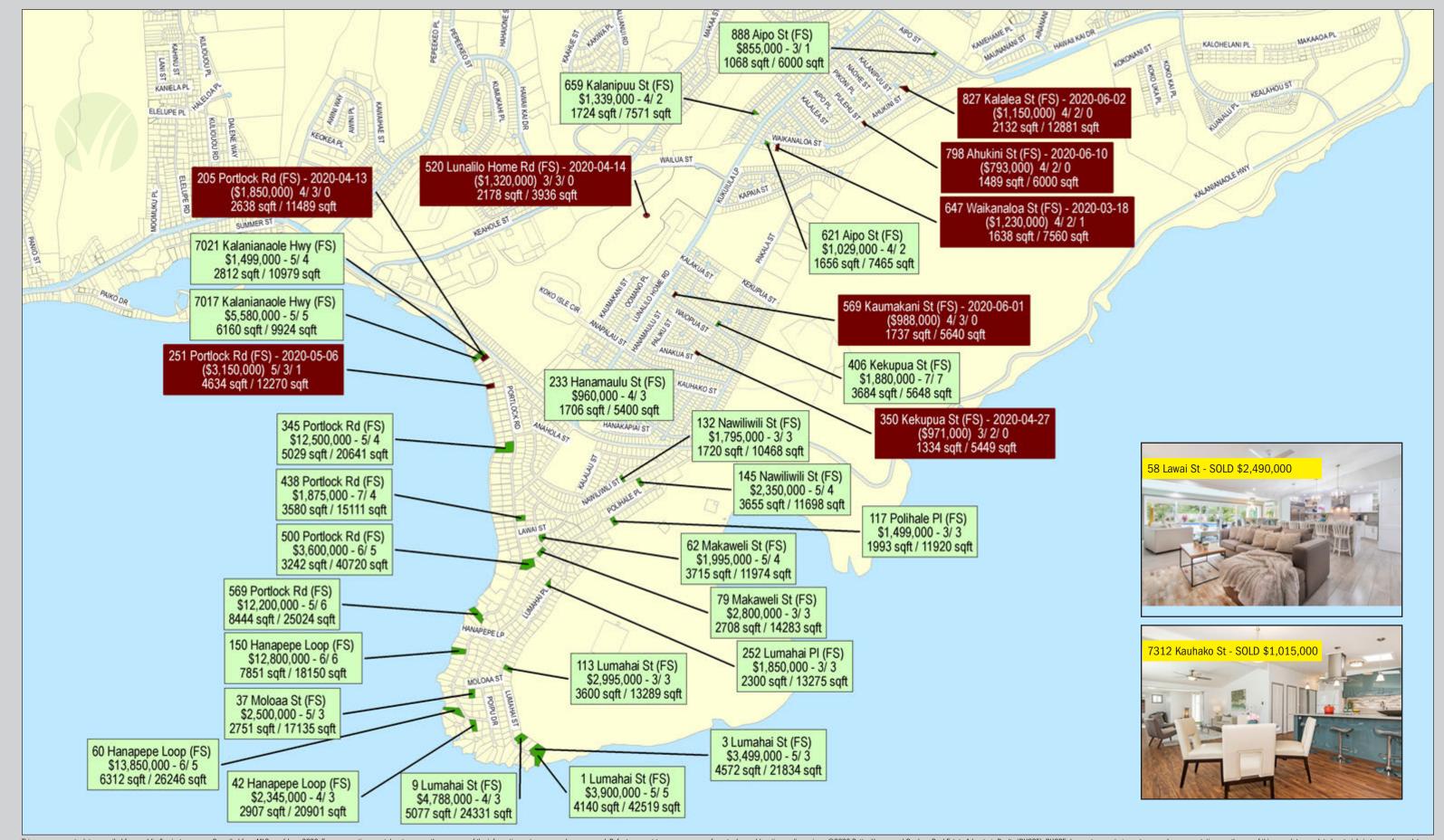
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#### MAKIKI HEIGHTS / NUUANU

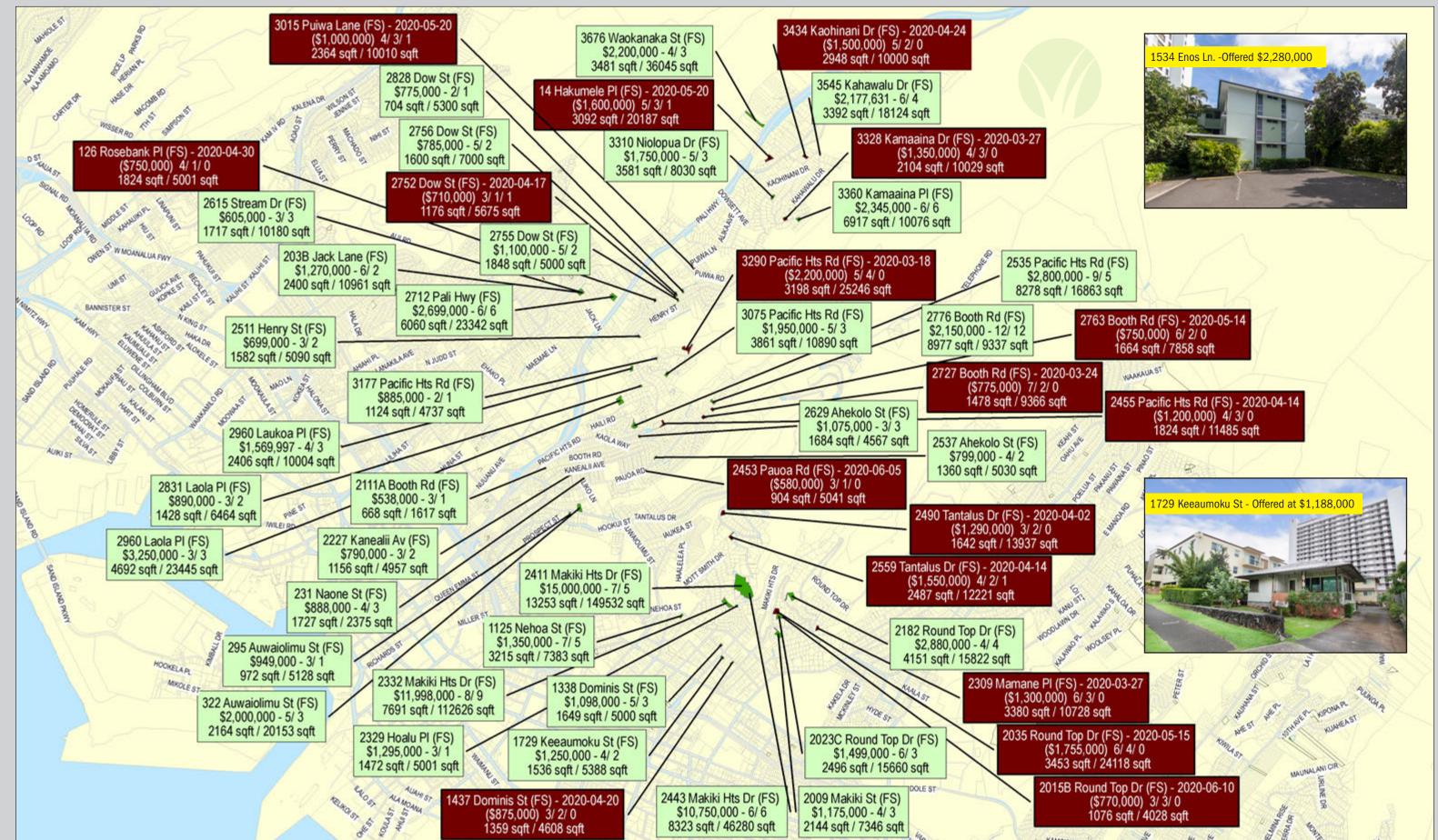
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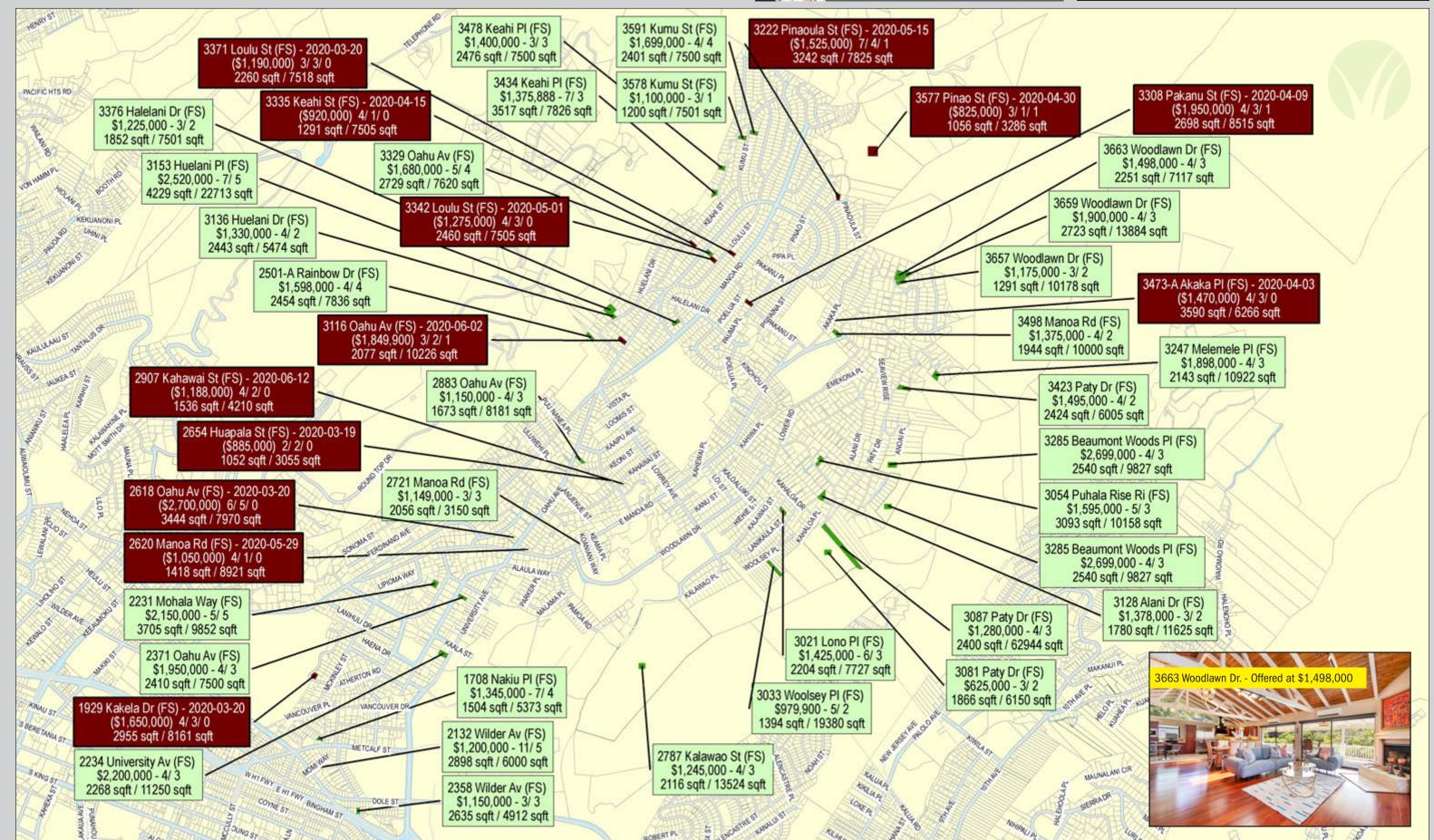


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#### MARINER'S RIDGE / WEST MARINA / HAHAIONE

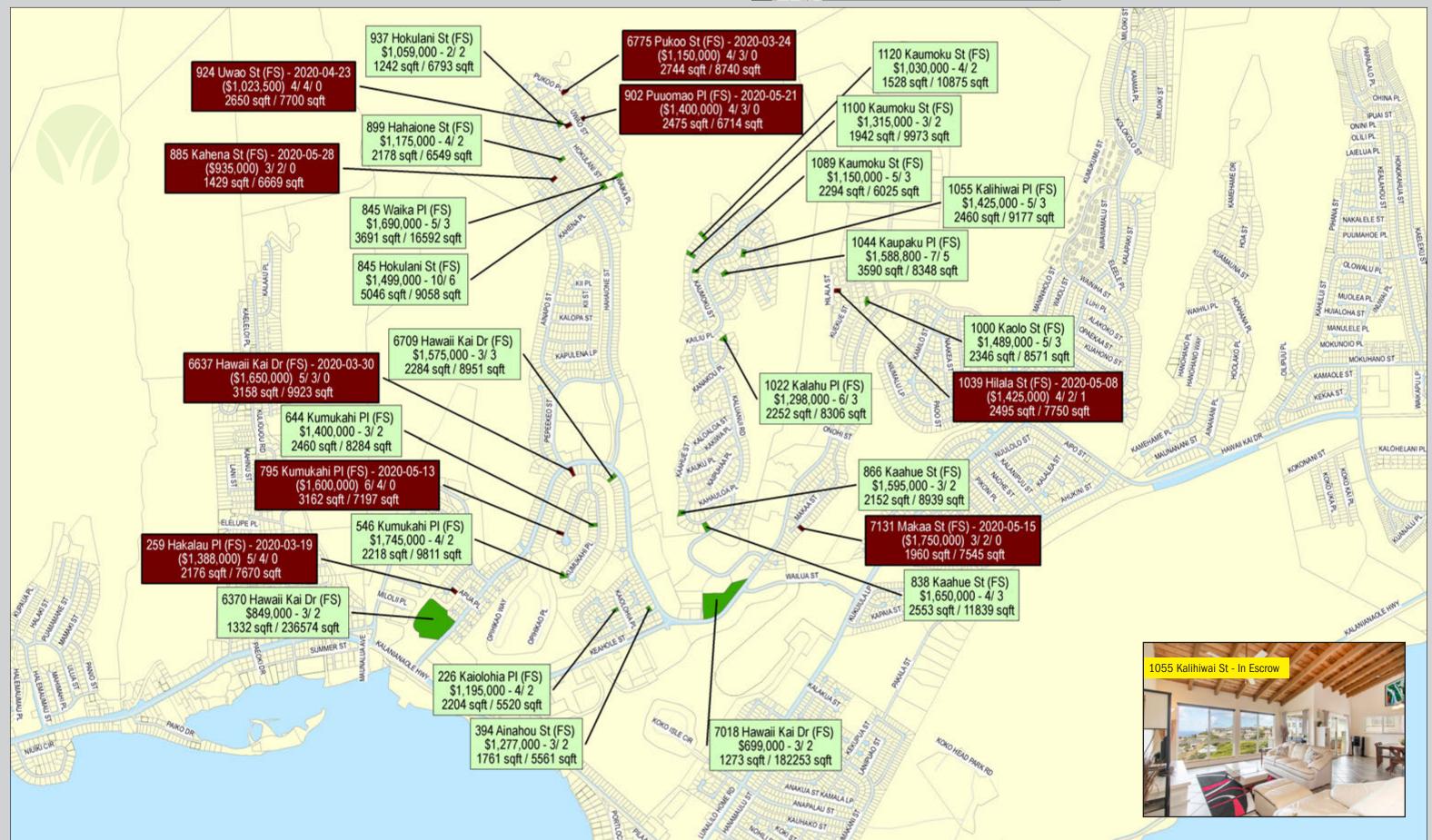
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#### MARINER'S COVE / KALAMA VALLEY

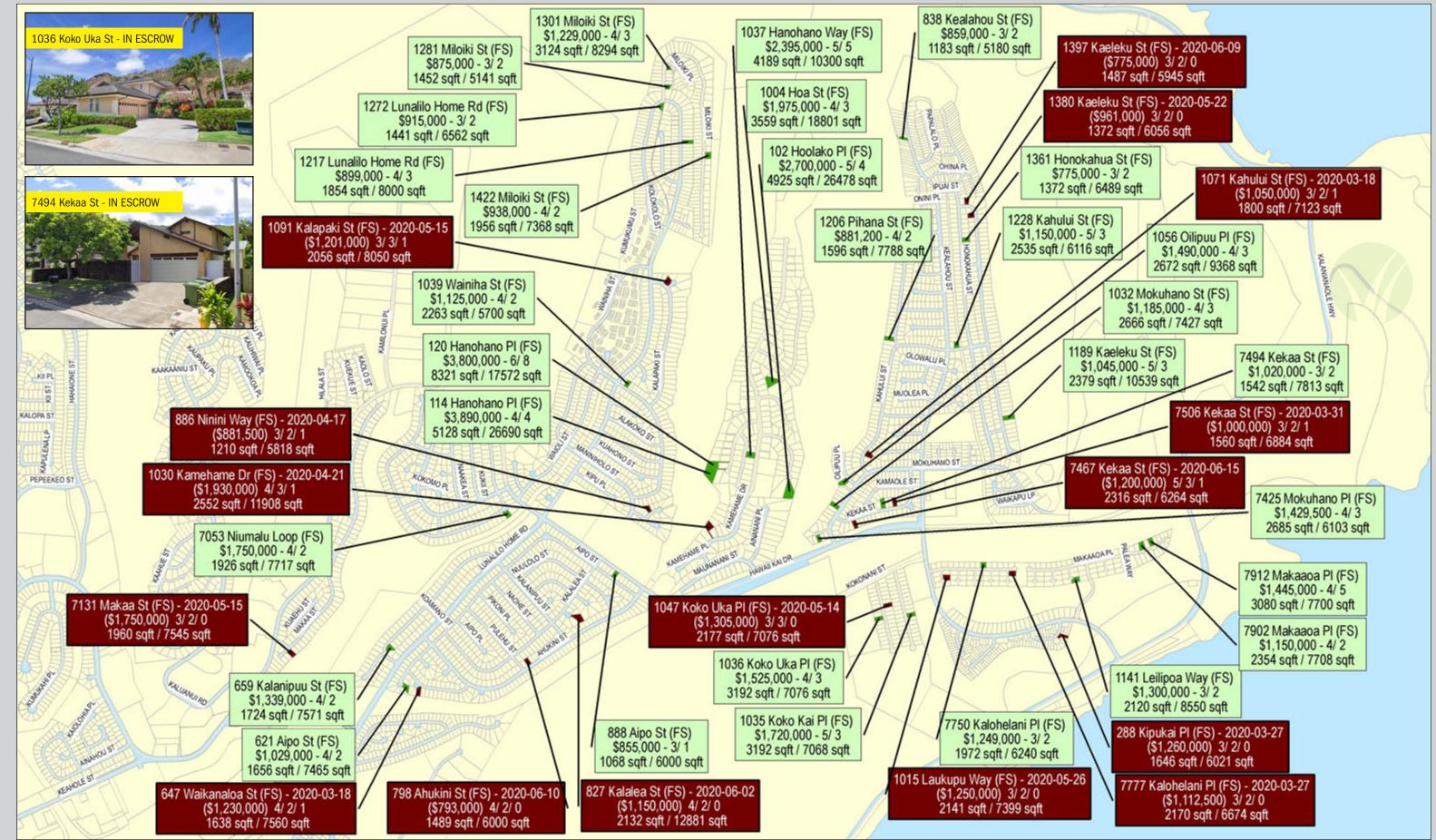
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#### WAIALAE IKI / WAIALAE NUI

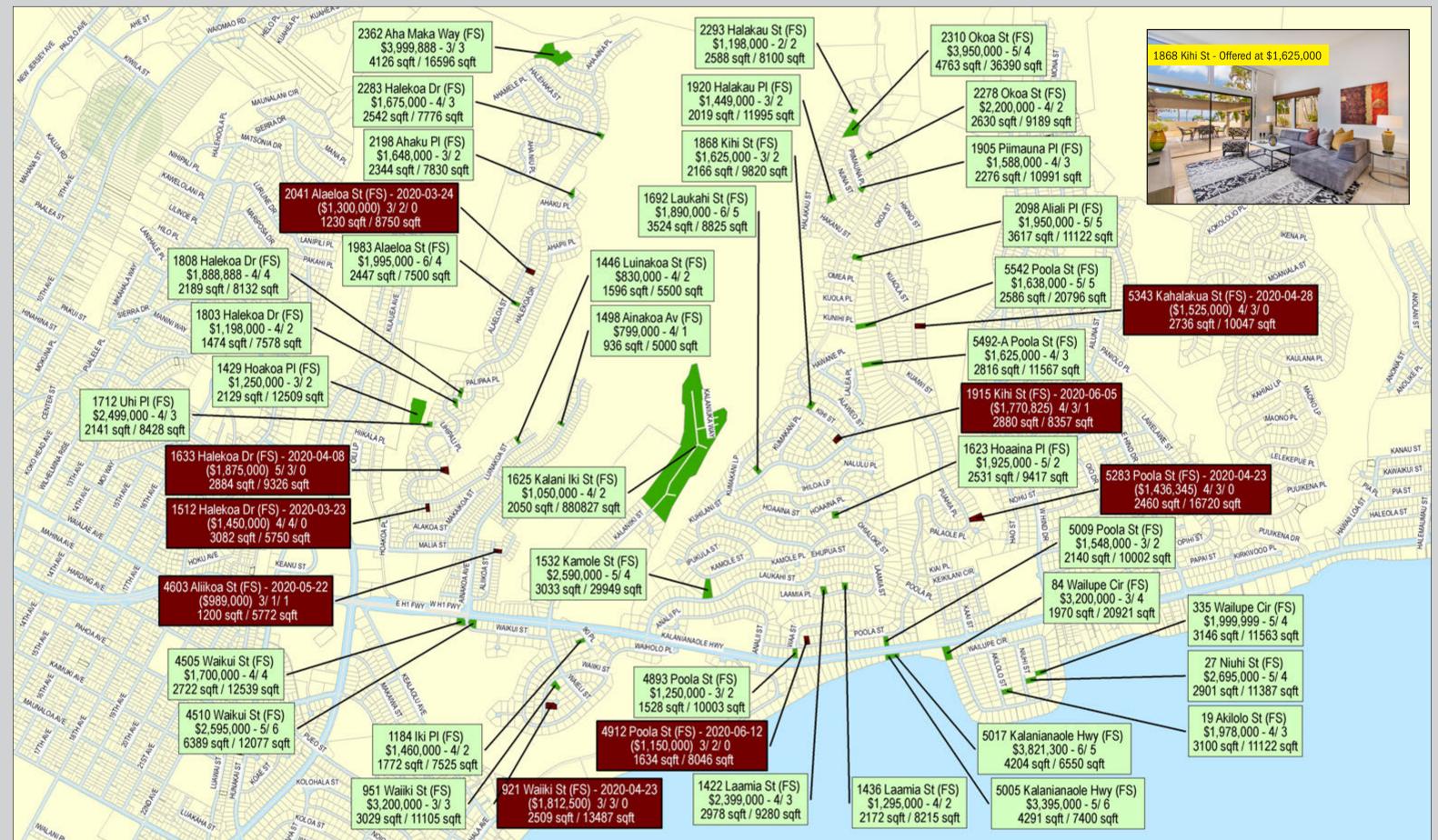
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### WAILUPE / KULIOUOU / KALANIANAOLE HWY

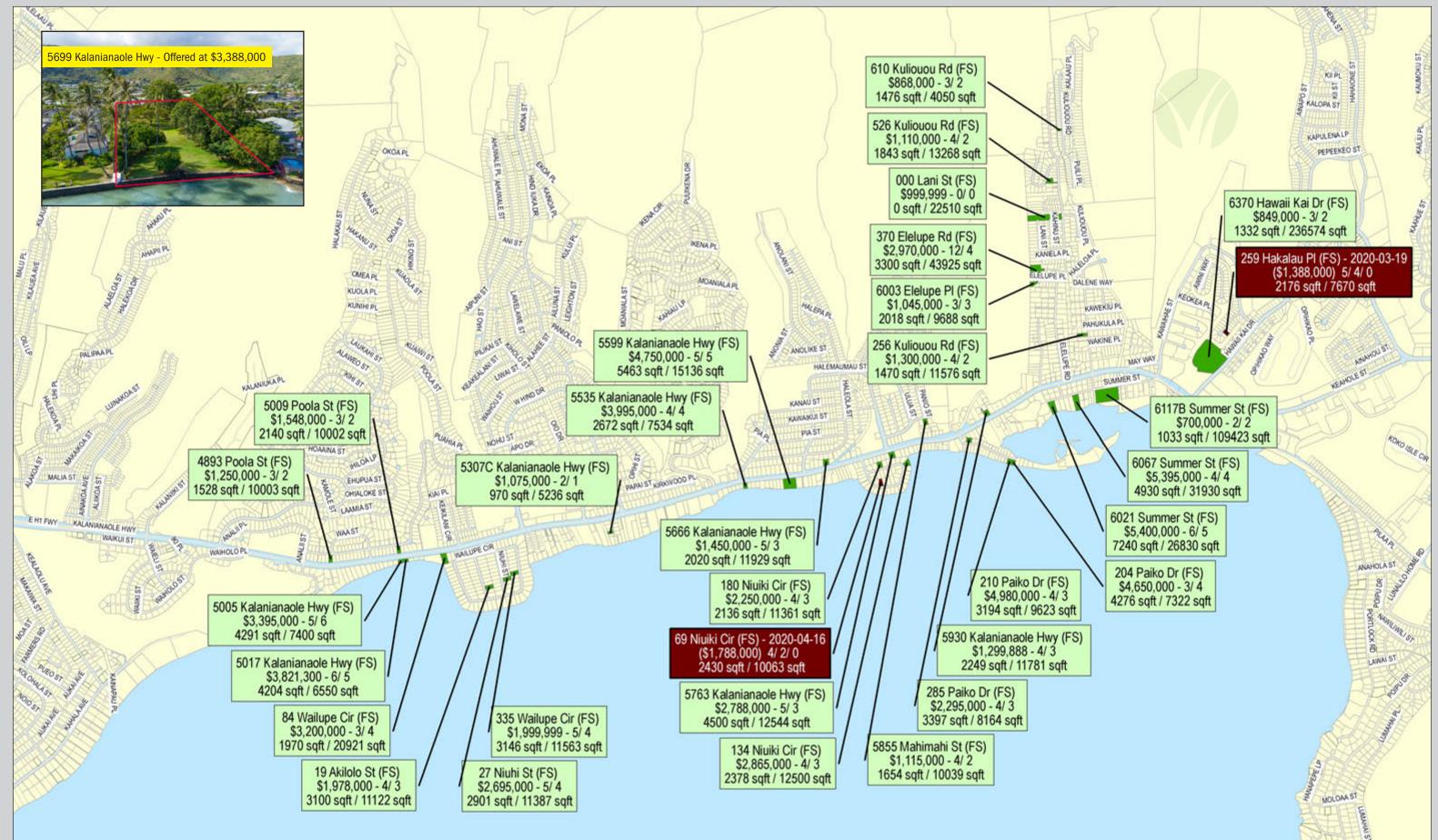
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#### WILHELMINA / ST. LOUIS HEIGHTS

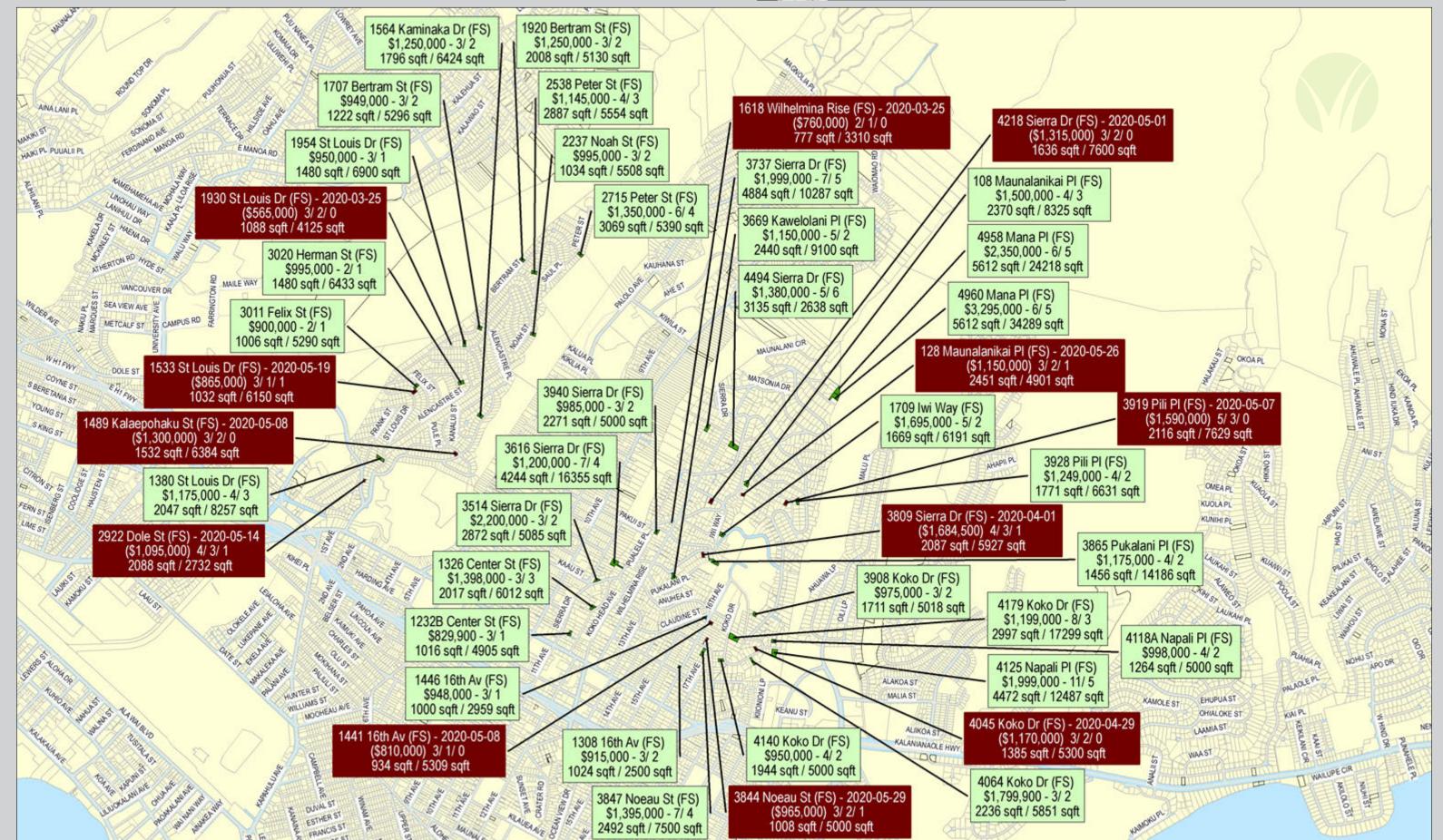
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- Named #1 Real Estate Agent on Oahu in 2018 by Hawaii Business Magazine
- Voted "Hawaii's Best" Realtor—1st Place, 4 years by Honolulu Star-Advertiser Readers

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