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By Honolulu Star-Advertiser Readers

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Owner, VP Public Relations
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Realtor Associate, JD
Director of Team Kiriu Operations
RS-74829



TEAM KIRIU



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Executive Associate
RS-61523



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Technology Marketing Specialist
RS-73401



CHRIS LEE, RA
Buyers Specialist
RS-78895



TRISHA KAGAWA, RA
Listing Specialist
RS-80452



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Bilingual English/Korean
RS-81233



GRACE ONG, RA
Escrow Specialist
Bilingual English/Cantonese
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Buyers Specialist
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CARLEE HIRANANO, RA
Digital Marketing Specialist
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ERIKA NGO, RA
Escrow Assistant
RS-85120

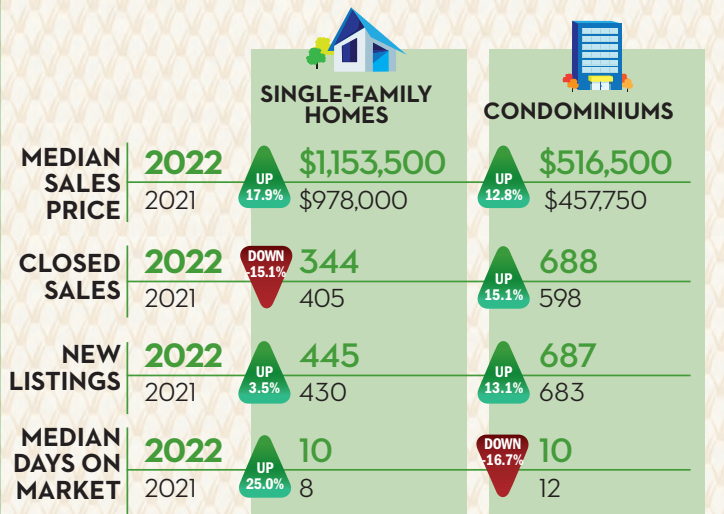
The key to our success is our team approach to real estate. Our team members provide us support so that you will have our individual attention to focus on your specific needs.

TRANSITION HAS BEGUN

The Hawaii real estate market has begun to shift. What has been a strong Seller's market for the past decade is now turning into a more balanced market where Sellers and Buyers will be able to negotiate on a more level playing field. There are several factors causing the shift: higher interest rates, intended to head off inflation, has decreased a buyer's purchasing power; the declining stock market has reduced what buyers believed they had as down payment for a home; the war in the Ukraine has negatively affected the worldwide economy; and continuing COVID concerns have created supply chain issues & reduced tourist traffic from Asia which has had a dampening effect on the local economy. This transition or shift is not a surprise as every real estate market has its cycles.

On the positive side, Hawaii businesses have re-opened and much of the non-Asia tourist traffic has returned as is evidenced by the crowded streets of Waikiki and healthy hotel occupancy rates. Well-priced listings in desirable neighborhoods are still receiving multiple offers often above the asking price. There may be a bit less competition because of the factors mentioned in the previous paragraph so those buyers who have been frustrated in the past will have more of an opportunity to purchase their Hawaii home. Additionally, it may be a good time for those who are considering sell/buy combinations. You can sell your home at or near the peak while buying into a market as prices settle a bit. A buyer won't feel as rushed to purchase as prices will not be escalating as they have been in the recent past.

OAHU REAL ESTATE MARKET STATISTICS YEAR OVER YEAR: MAY 2022 - VS - MAY 2021



SOURCE: HONOLULU BOARD OF REALTORS* COMPILED FROM MLS DATA, MAY 2022.

We are so very fortunate to live in the most desirable place on earth. We may see some downward correction in real estate prices given the current economic environment but, in the long run, owning Hawaii real estate will always be considered one of the most sought-after assets a person can own. Barring some unprecedented event, purchasing a home in Hawaii should provide not only a shelter to live in but also perform well as a sound long-term investment. We are truly blessed to live in Hawaii. HAVE A FANTASTIC SUMMER!!!

"... If it weren't for them, this process may have been so very difficult for me both as a first-time buyer and a seller. They are like family and I trust them 100%..."

— Saira Y., Honolulu (Seller) April 2022



YOUR NEIGHBORHOOD MAP INSIDE!
ACTIVE & SOLD PROPERTY MAP

KAHALA / DIAMOND HEAD

ACTIVE & SOLD PROPERTIES

Looking for a different neighborhood map? Contact 808-927-3811 for more information.



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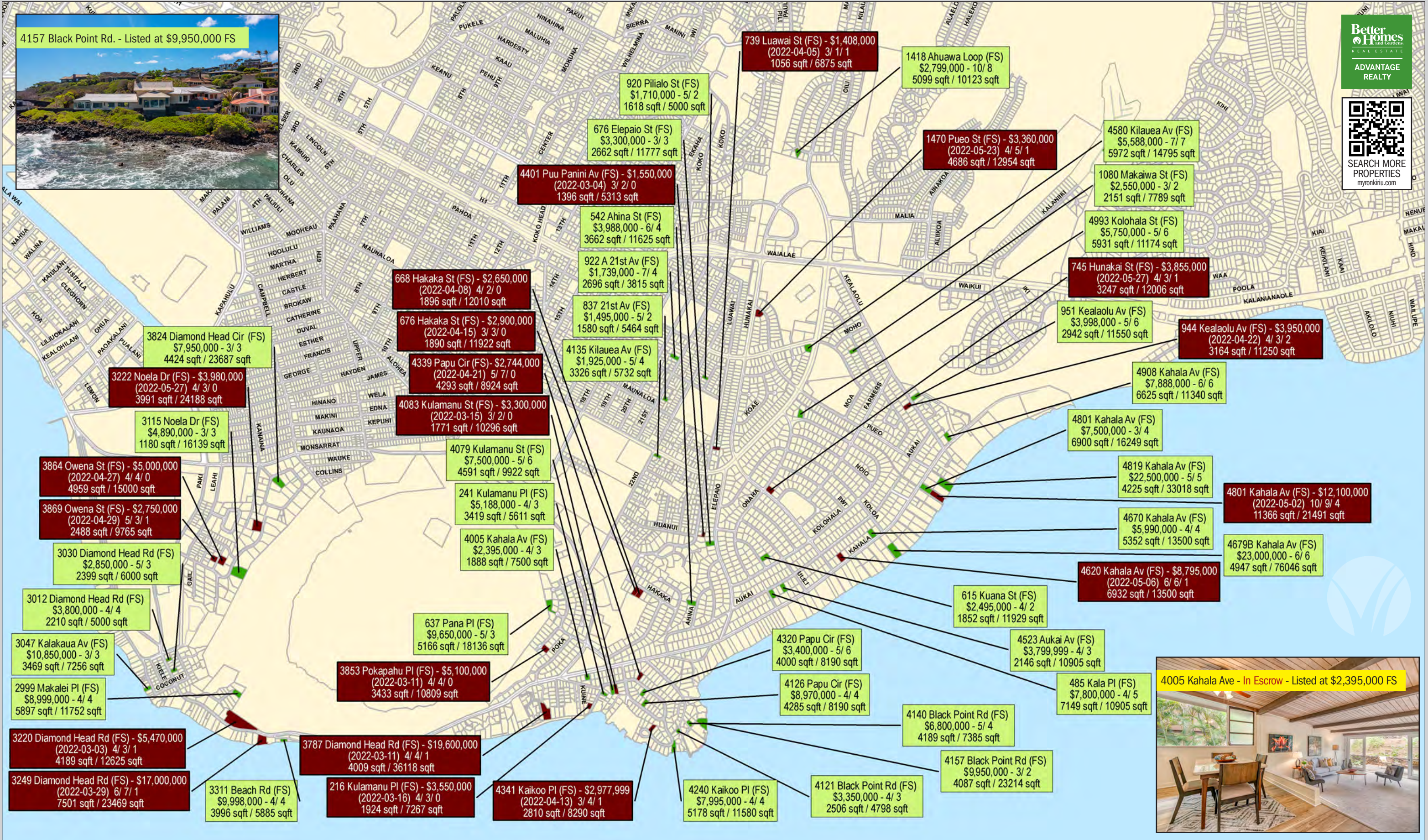
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 Property Address (Tenure)
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KAIMUKI

ACTIVE & SOLD PROPERTIES

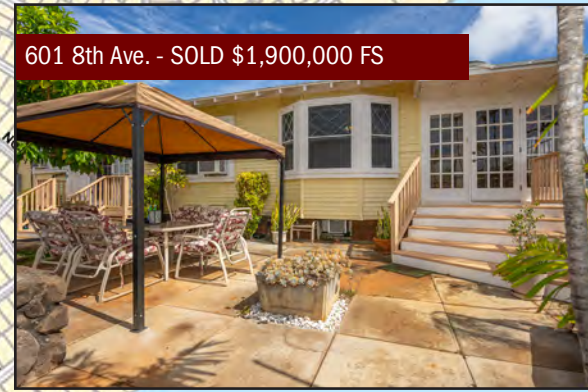
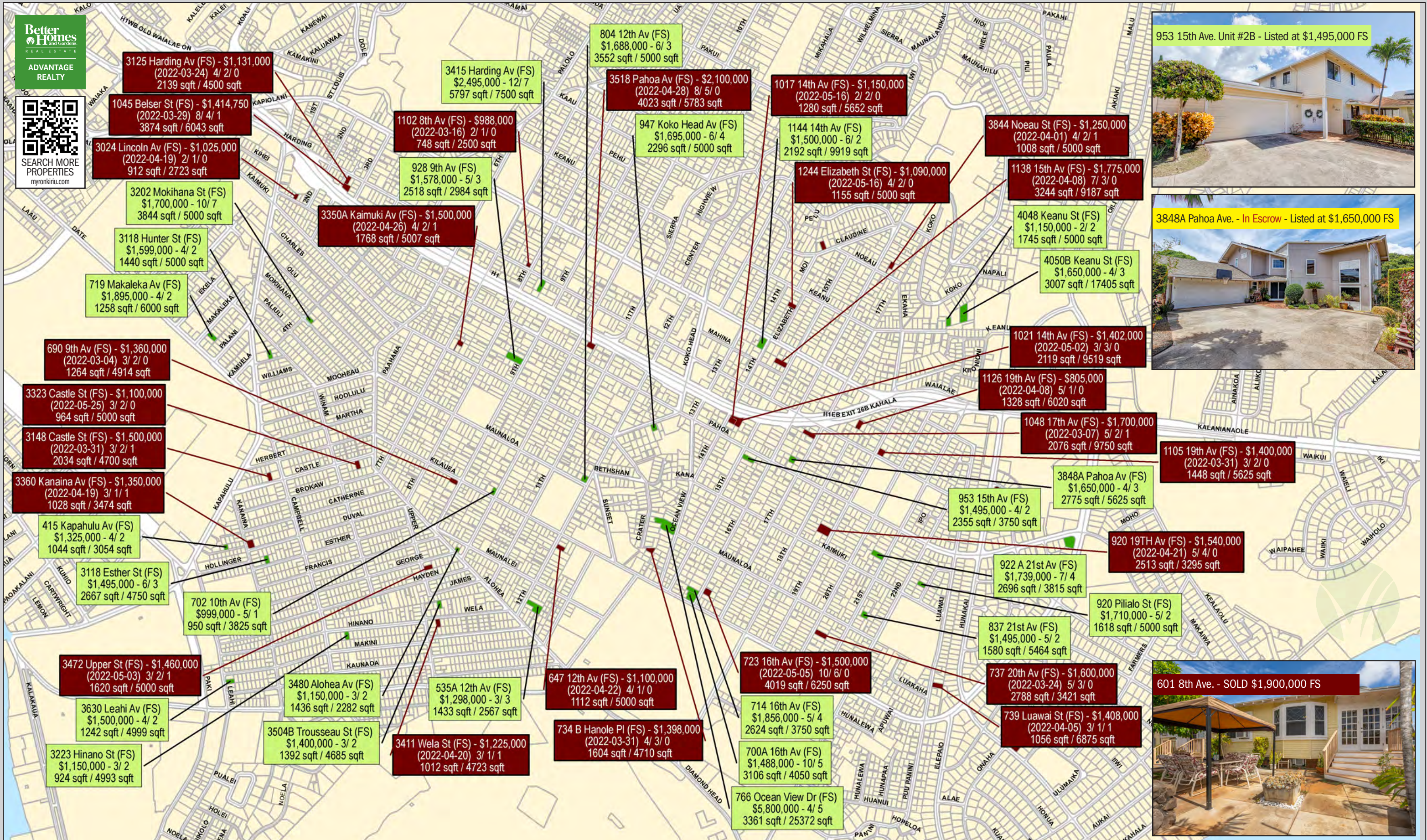
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KAPAHULU / PALOLO

ACTIVE & SOLD PROPERTIES

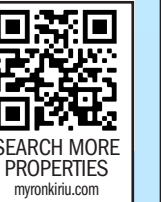
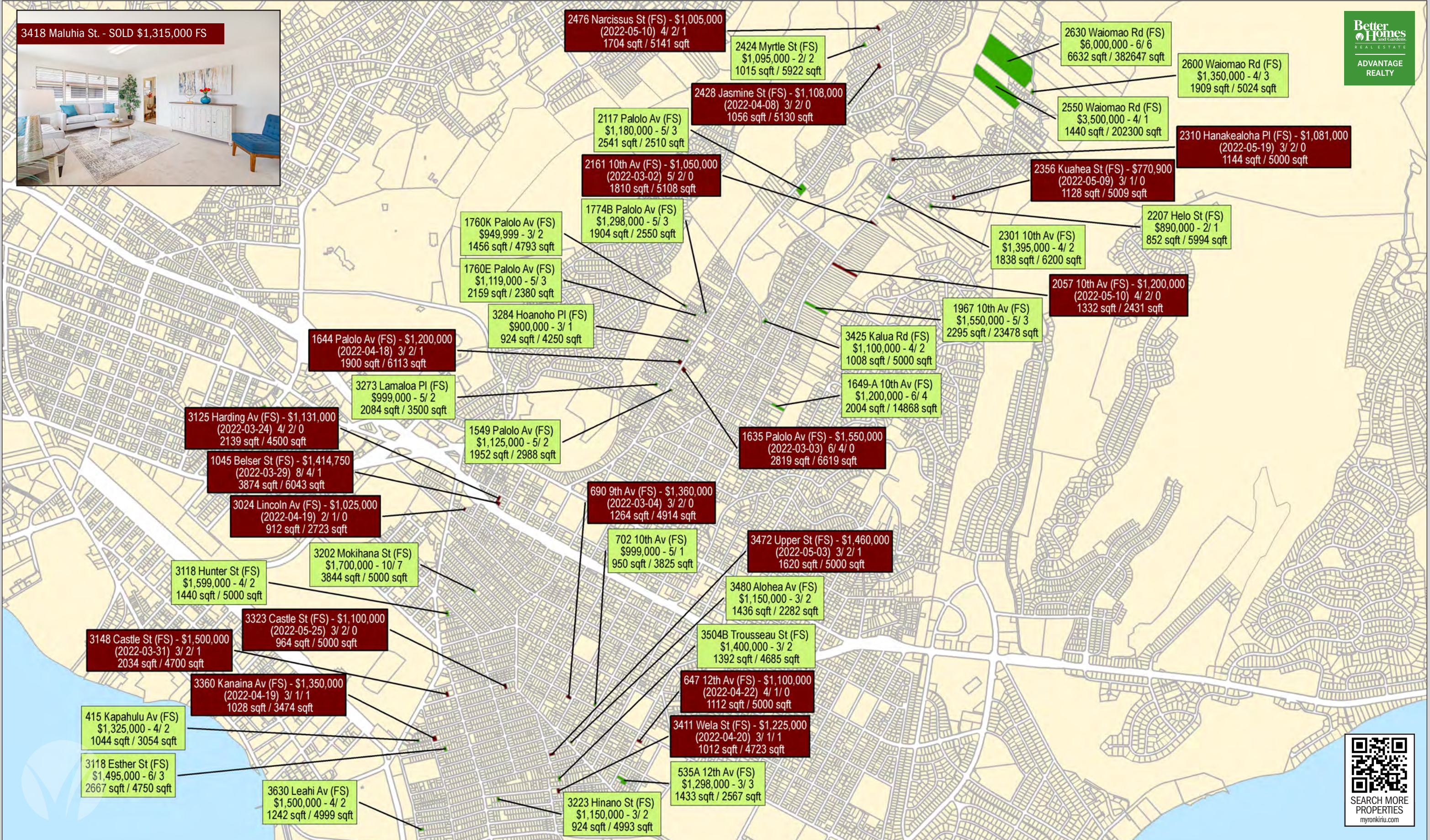
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KOKO HEAD TERRACE / KOKO KAI/PORTLOCK

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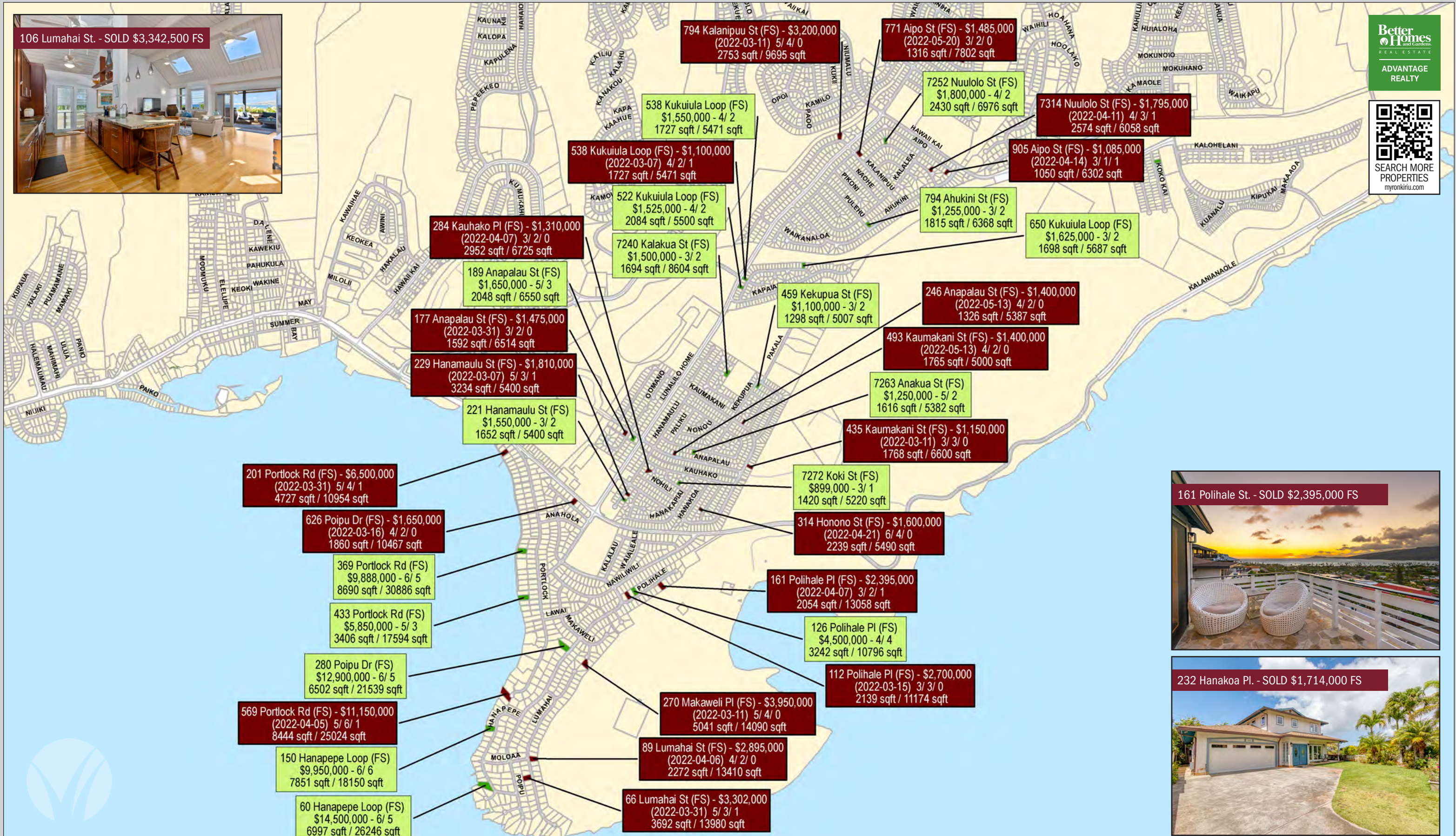
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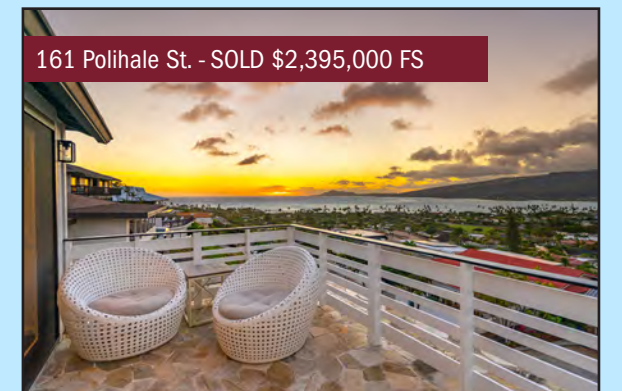


106 Lumahai St. - SOLD \$3,342,500 FS



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161 Polihale St. - SOLD \$2,395,000 FS



232 Hanakoa Pl. - SOLD \$1,714,000 FS

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MAKIKI HEIGHTS / NUUANU

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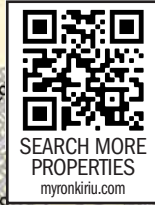
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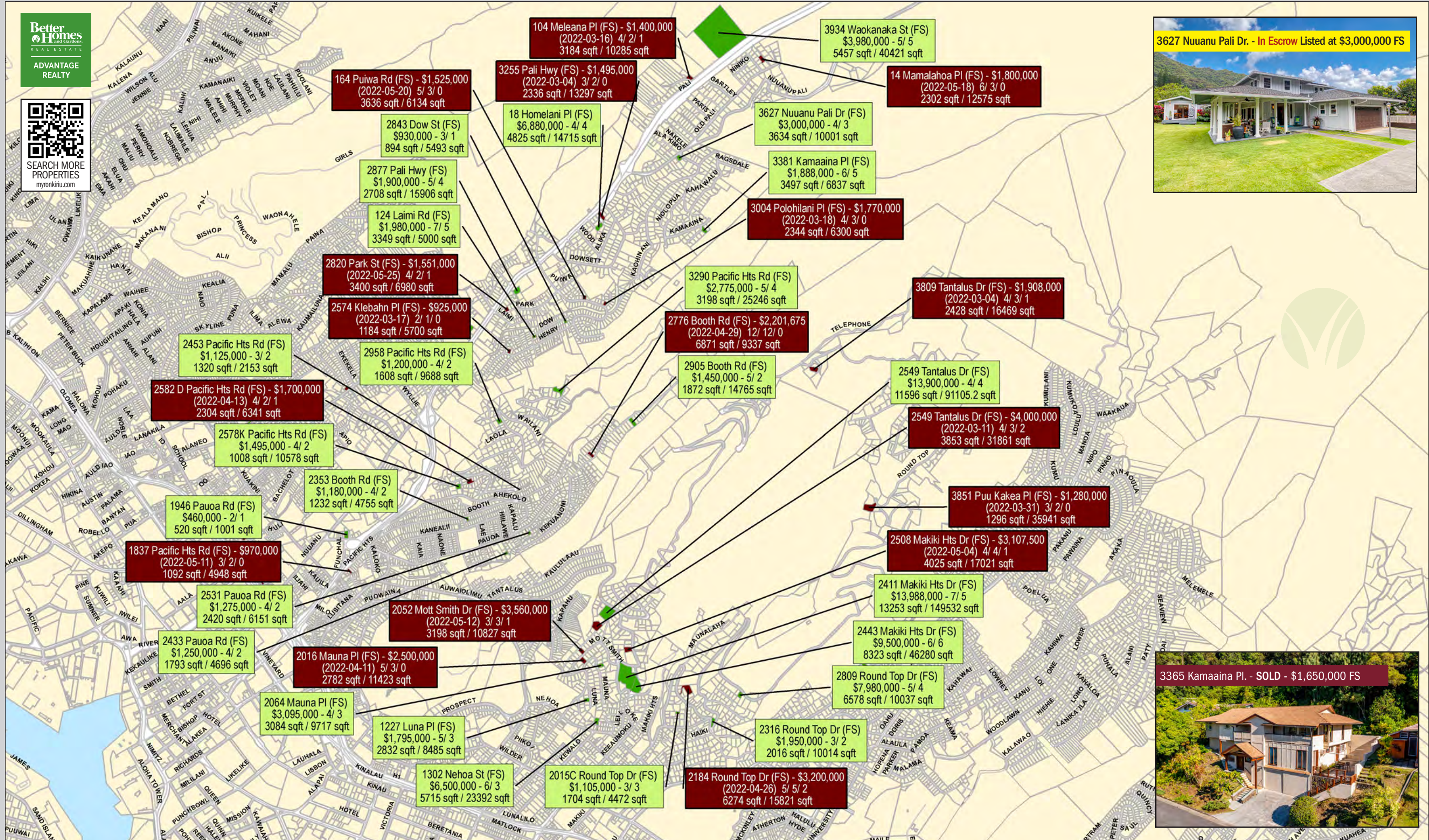
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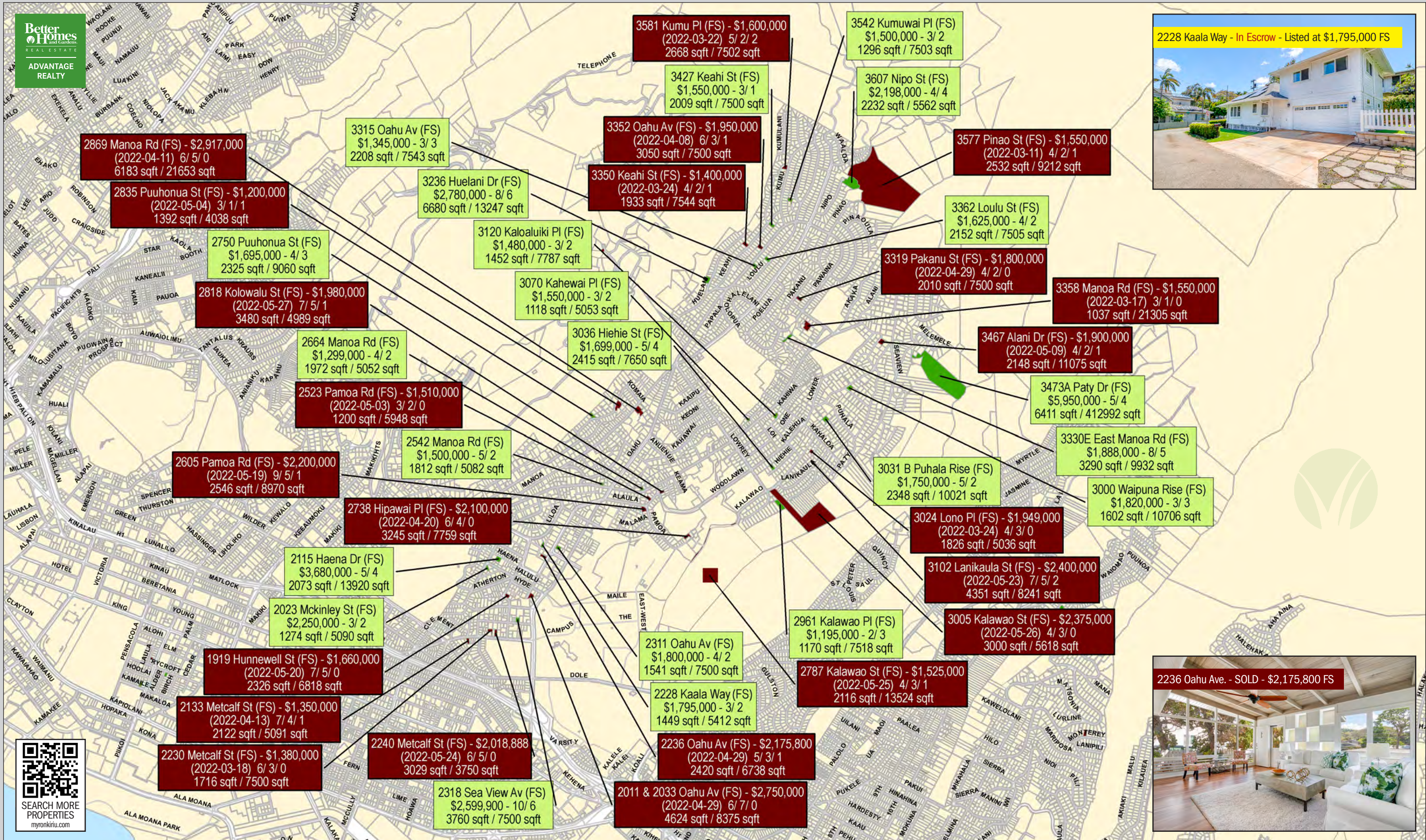
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MARINER'S COVE / KALAMA VALLEY

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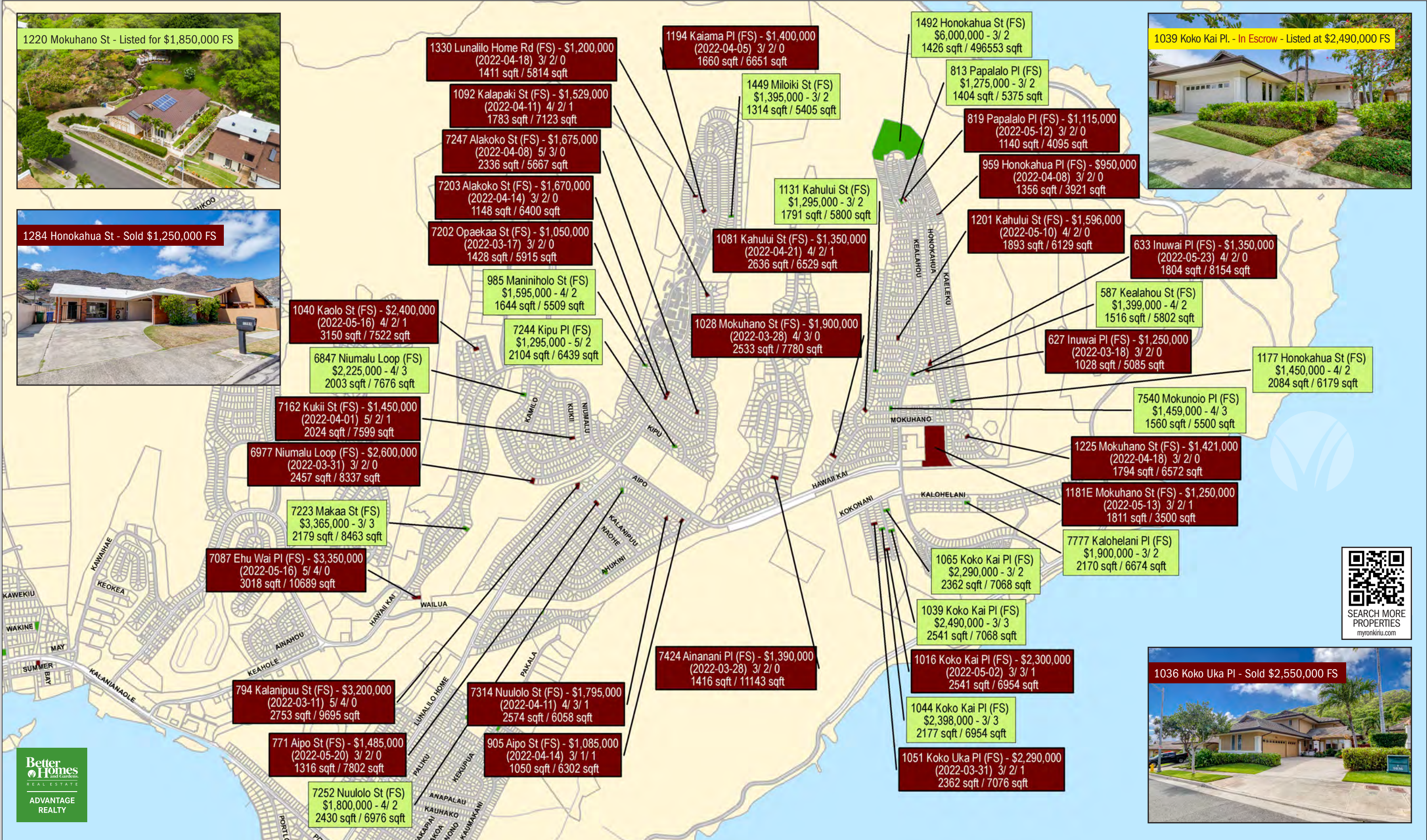
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WAIALAE IKI / WAIALAE NUI

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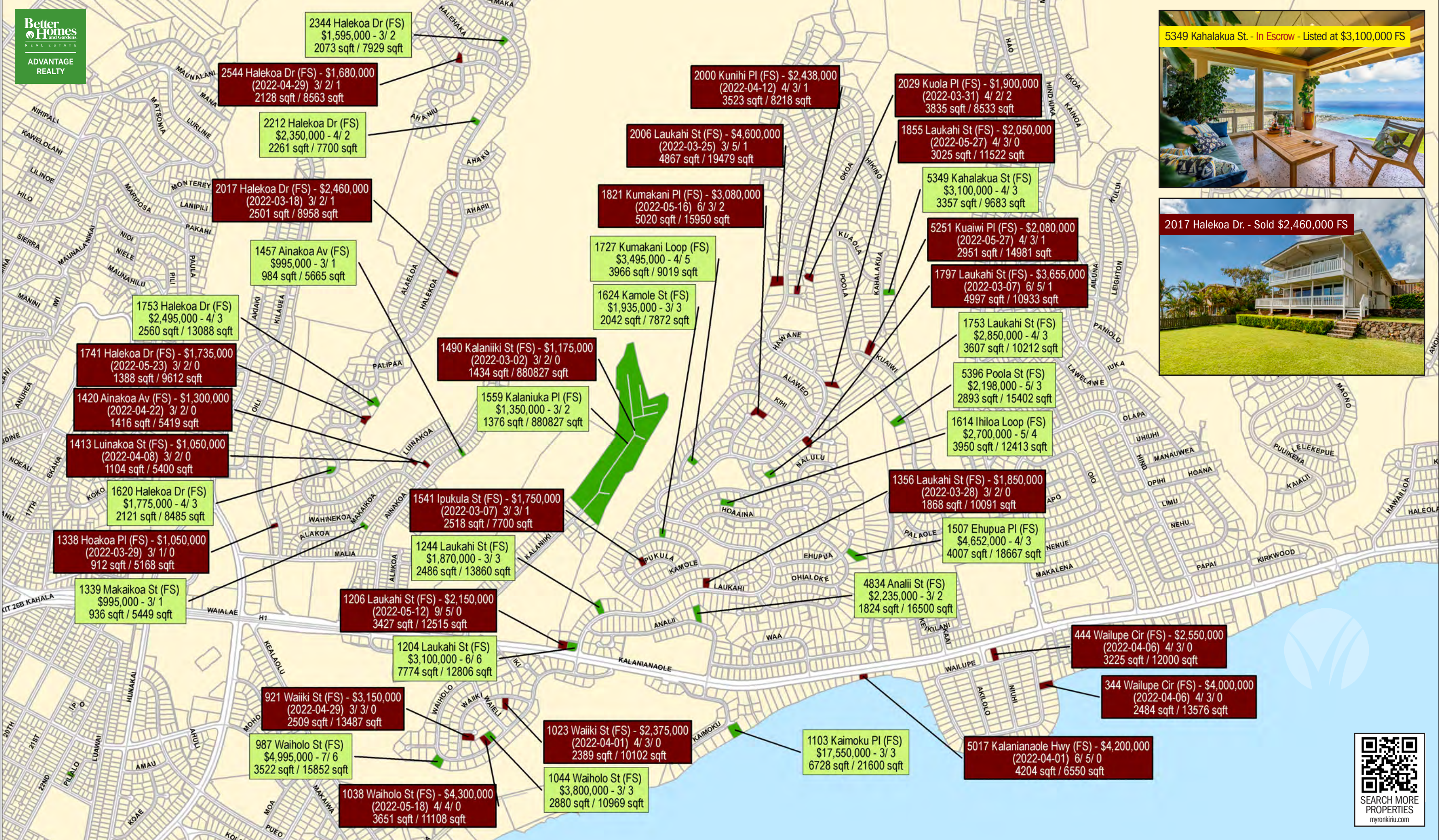
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WAILUPE / KULIOUOU / KALANIANAOLE HWY

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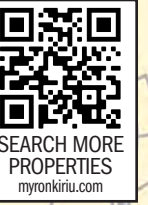
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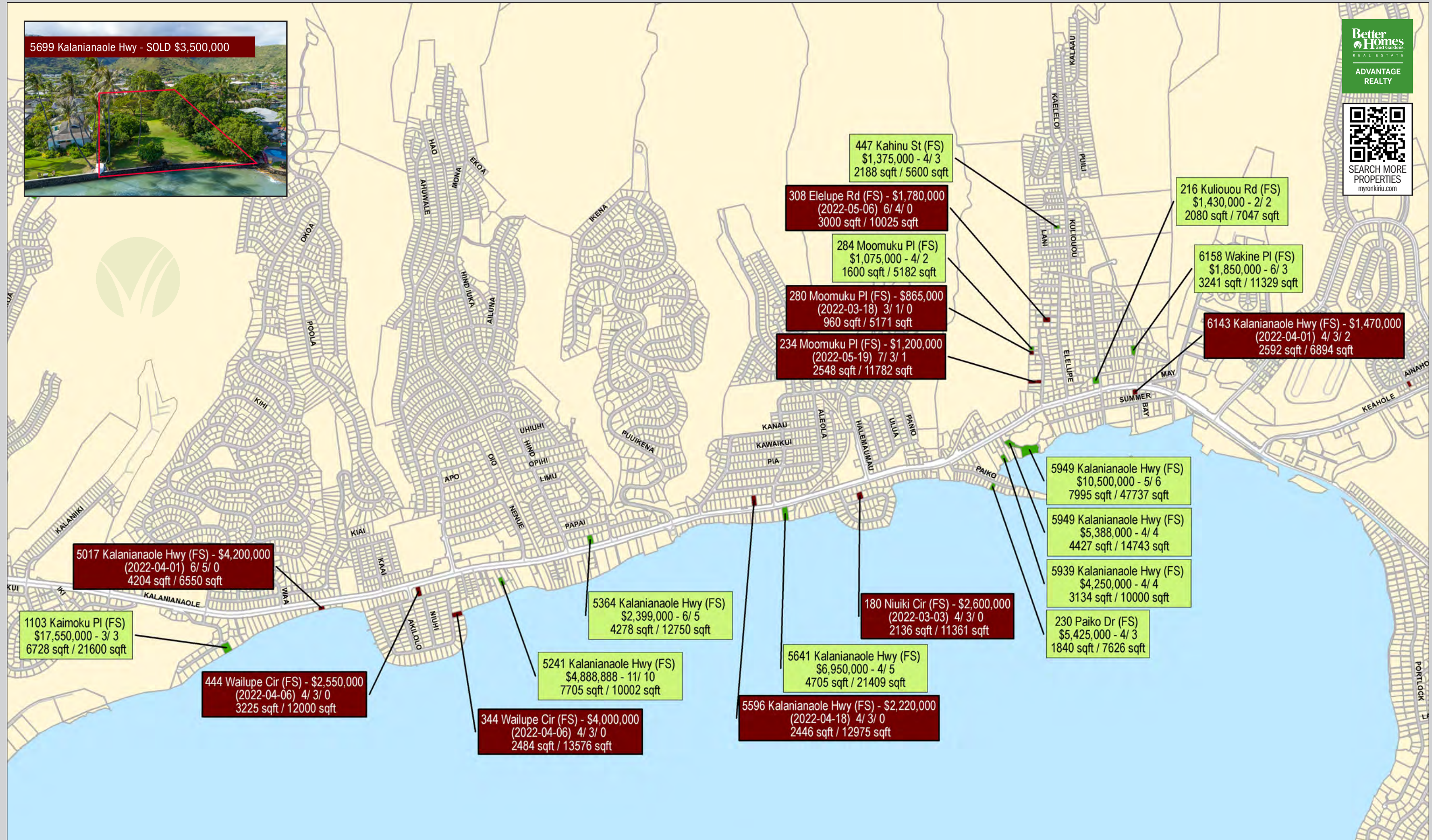
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5699 Kalaniana'ole Hwy - SOLD \$3,500,000



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WILHELMINA / ST. LOUIS HEIGHTS

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- #1 Broker-Led Team amongst all Better Homes and Gardens Real Estate Broker-Led Teams.
- #1 Real Estate Agent & Top 100 Hall of Fame Realtor, Hawaii Business Magazine
- Voted "Hawaii's Best" Realtor—1st Place, 4 years by Honolulu Star-Advertiser Readers

OUR FRIENDS IN THE COMMUNITY - PLEASE CONTACT THEM FOR DINING OUT OPTIONS

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HOURS: Monday - Saturday, 10:30 a.m. to 8 p.m. & Sunday: Noon to 8 p.m.
Hours may be subject to change so please call ahead.

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