

# EXPECT BETTER<sup>SM</sup>



**VOTED HAWAII'S BEST REALTOR  
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By Honolulu Star-Advertiser Readers

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IN THE NATION - PAST 5 YEARS**

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Owner, CEO, Realtor, RB-17242

**AMBUR KIM KIRIU**

Owner, VP Public Relations  
Realtor, Advantage Realty, LLC, RB-20499

**SHERRIE SASAKI**

Realtor Associate, JD  
Director of Team Kiriu  
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DEBBIE JOW ITO, RA  
Technology  
Marketing Specialist  
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CHRIS LEE, RA  
Buyers Specialist  
RS-78895



TRISHA  
KAGAWA, RA  
Listing Specialist  
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MIRZA, RA  
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GRACE ONG, RA  
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Specialist  
Bilingual  
English/Japanese  
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MIKI NAKANO, RA  
Digital Marketing  
Specialist  
Bilingual  
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RS-83336



SAMANTHA  
MARUMOTO, RA  
Buyers Specialist  
RS-83780



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.

## A REMARKABLE 1ST QUARTER!

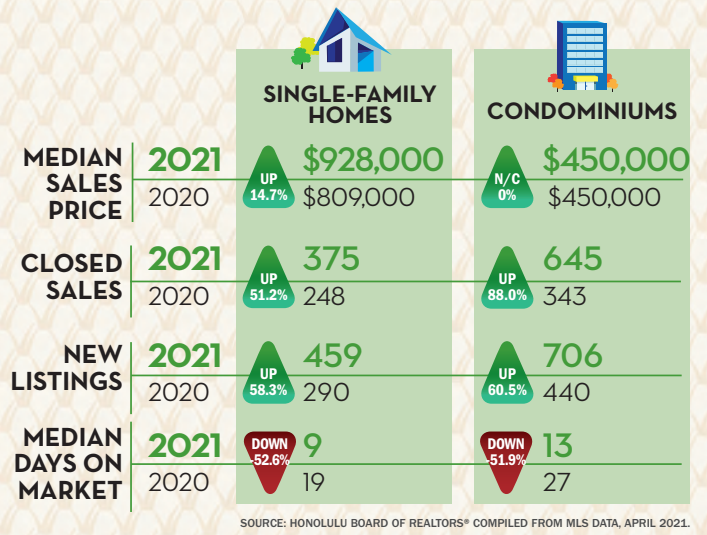
Unbelievable, it is already May. Thankfully, people are getting vaccinated, and we are getting closer to herd immunity. Retail establishments have been reopening and tourism has started to return to our beautiful island. We still must keep mindful of the COVID-19 restrictions and keep social distancing as directed by the CDC and the local government authorities. We are going to win this battle by working together.

The real estate market for single-family homes has been on a tear. Median sales prices have increased to record highs for single-family homes and the available inventory is very low. The median days on market for single family homes is currently below 10 days. The condo market is very active as well, although the median sales price for condos has leveled out.

How long will this active real estate market continue? This is the billion-dollar question. Who would have thought that real estate prices would reach record levels during a pandemic-induced recession? The low interest rates and the federal government pumping trillions of dollars into the economy appear to be the primary drivers for the robust real estate market. Additionally, wealthy individuals (especially from the West Coast) who are looking to retire OR can work remotely feel that Hawaii would be an excellent place to escape from the more dangerous COVID-19 environments in the urban areas of the Mainland.

Eventually, the federal government will have to find a way to pay back the trillions of dollars of debt they have recently created. Although the federal government doesn't intend upon increasing interest rates in the near future, eventually interest rates will have to rise to stem possible inflation. Already, the Biden Administration has indicated that there may be a significant increase in the capital gains tax rate. Recently, the local government had been looking into the possibility of increasing the state income tax rate to a point where, if the new tax rate were enacted, Hawaii taxpayers would be the highest taxed in the nation. If taxes are increased substantially and/or interest rates

## OAHU REAL ESTATE MARKET STATISTICS APRIL 2021 - VS - APRIL 2020



are increased, this will have a negative impact on business, and one would think would have a dampening effect on the Hawaii real estate market.

Many homeowners who are looking to sell in the next few years have decided that now is the time to sell while the resale market is strong. No one can foretell the future so why not take advantage of record high sales prices now. Also, by selling now, a homeowner can hopefully take advantage of the exemption on capital gains tax on the sale of their principal residence and investors can hopefully defer their capital gains by executing a 1031 exchange before these tax deferral/exemption vehicles are possibly taken away. Additionally, buyers who need financing still have a window to take advantage of the record low interest rates.

*"Very satisfied from start to end of the sale. Myron and his team did a fantastic job of guiding me through the process and keeping me constantly informed of the progress..."*

— Miles K, Aiea (Seller) Jan 2021 ★★★★★

**YOUR NEIGHBORHOOD  
MAP INSIDE!**

ACTIVE & SOLD PROPERTY MAP

# AINA HAINA / HAWAII LOA / NIU VALLEY

ACTIVE & SOLD PROPERTIES

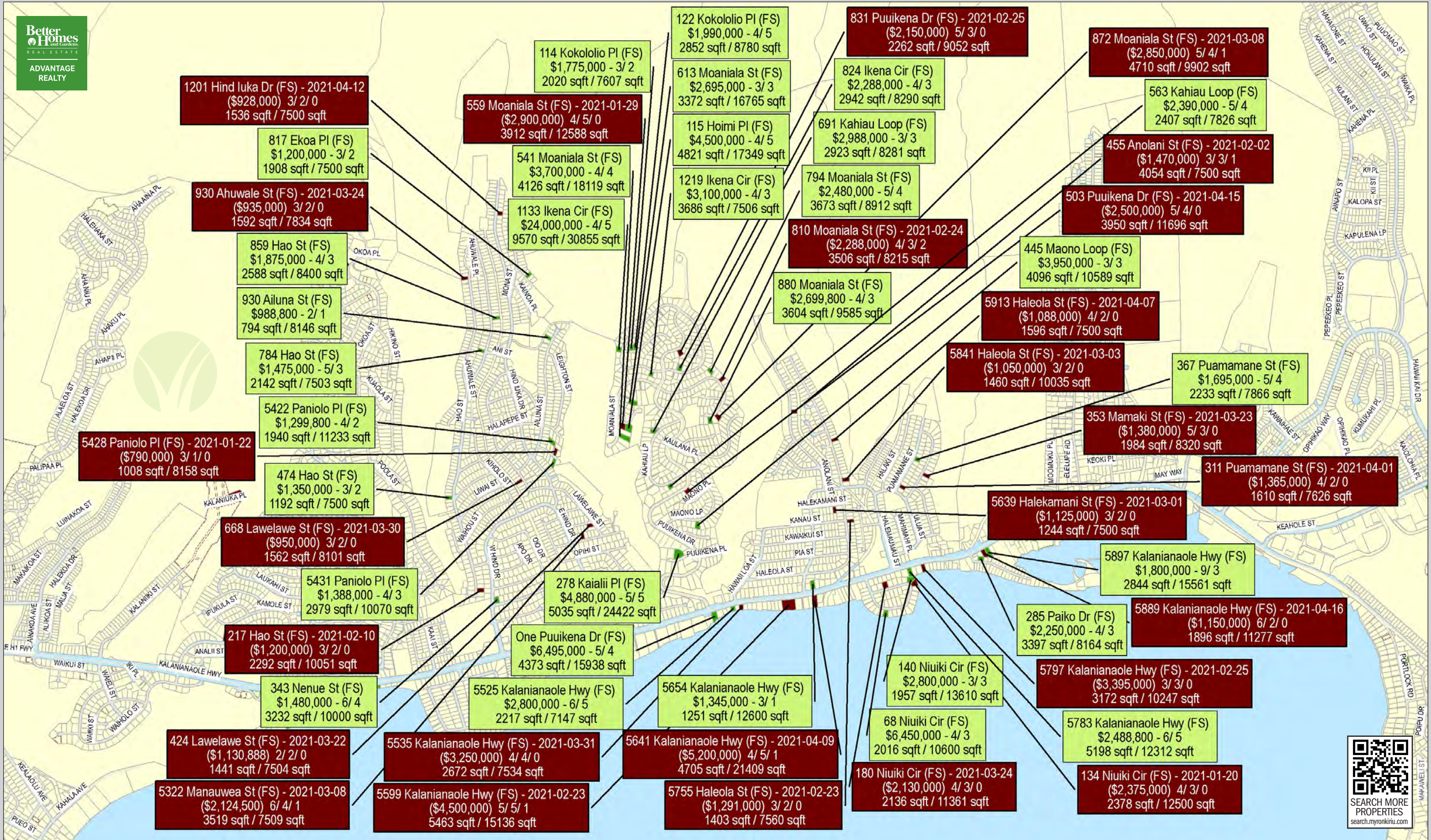
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**ACTIVE PROPERTIES LEGEND:**  
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 Roofed Living Area / Land Area

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# KAHALA / DIAMOND HEAD

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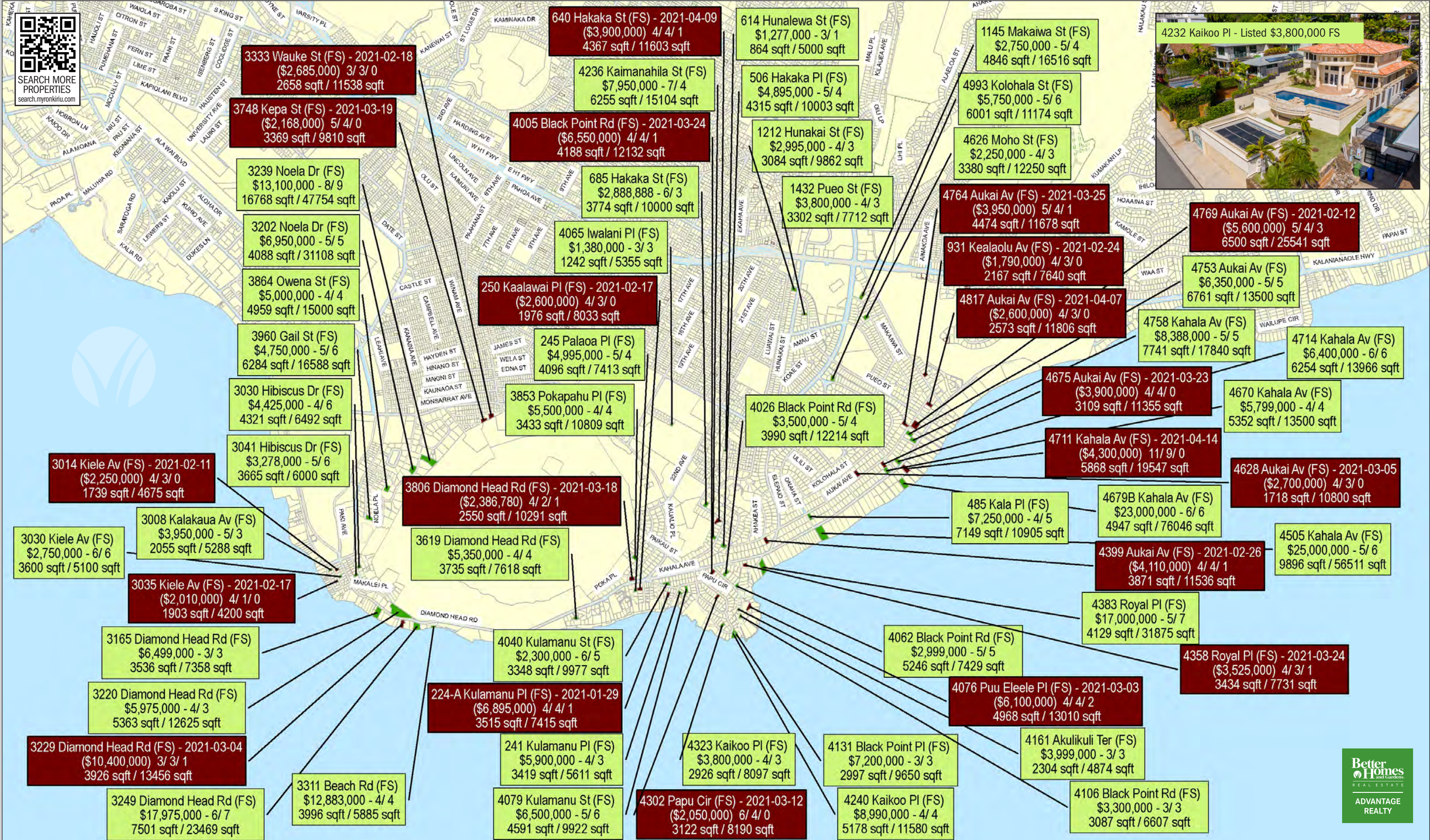
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# KAIMUKI

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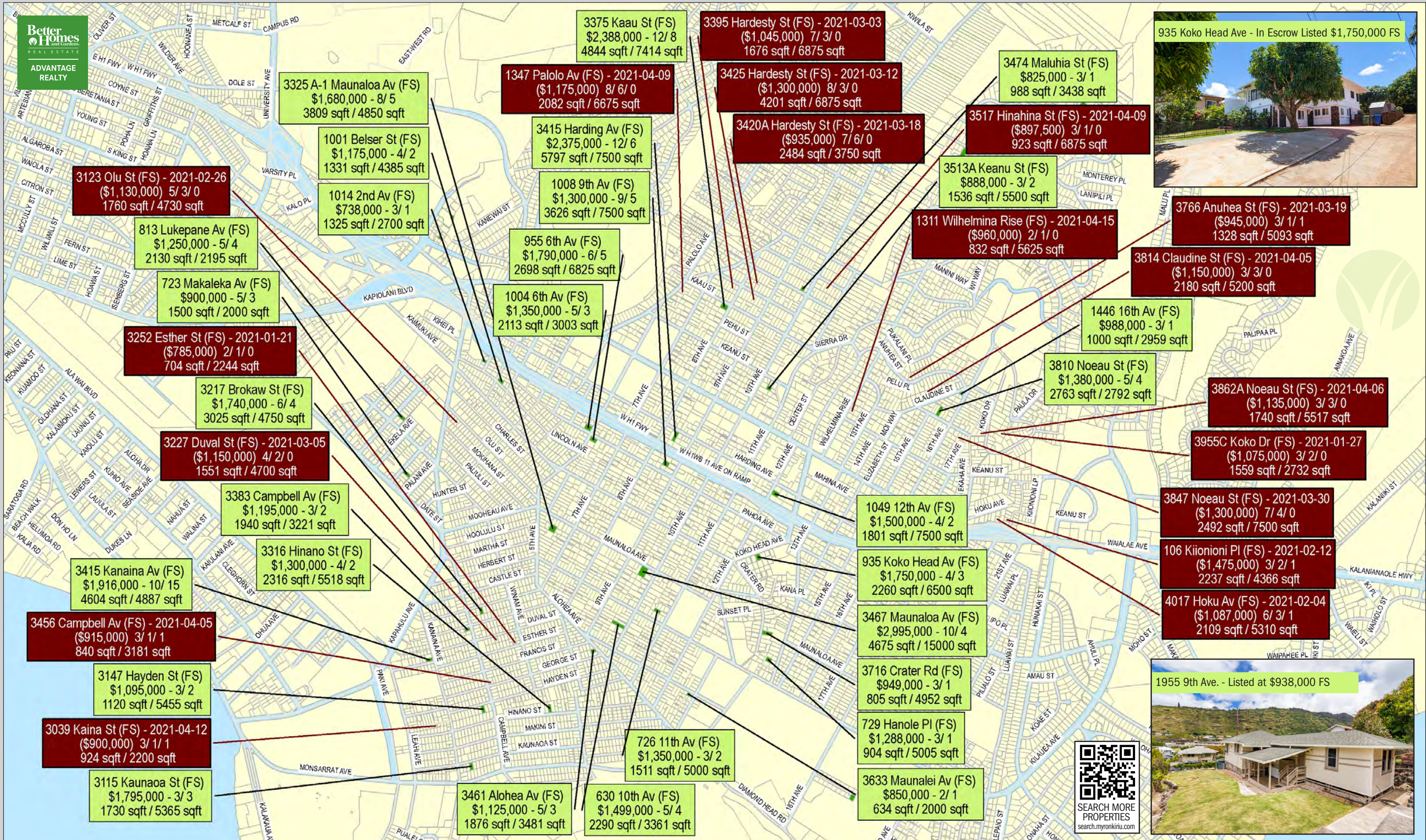
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# KAPAHULU / PALOLO

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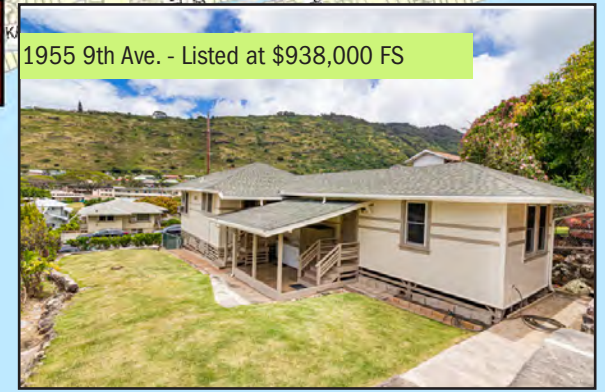
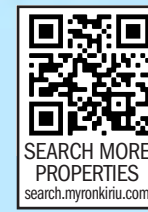
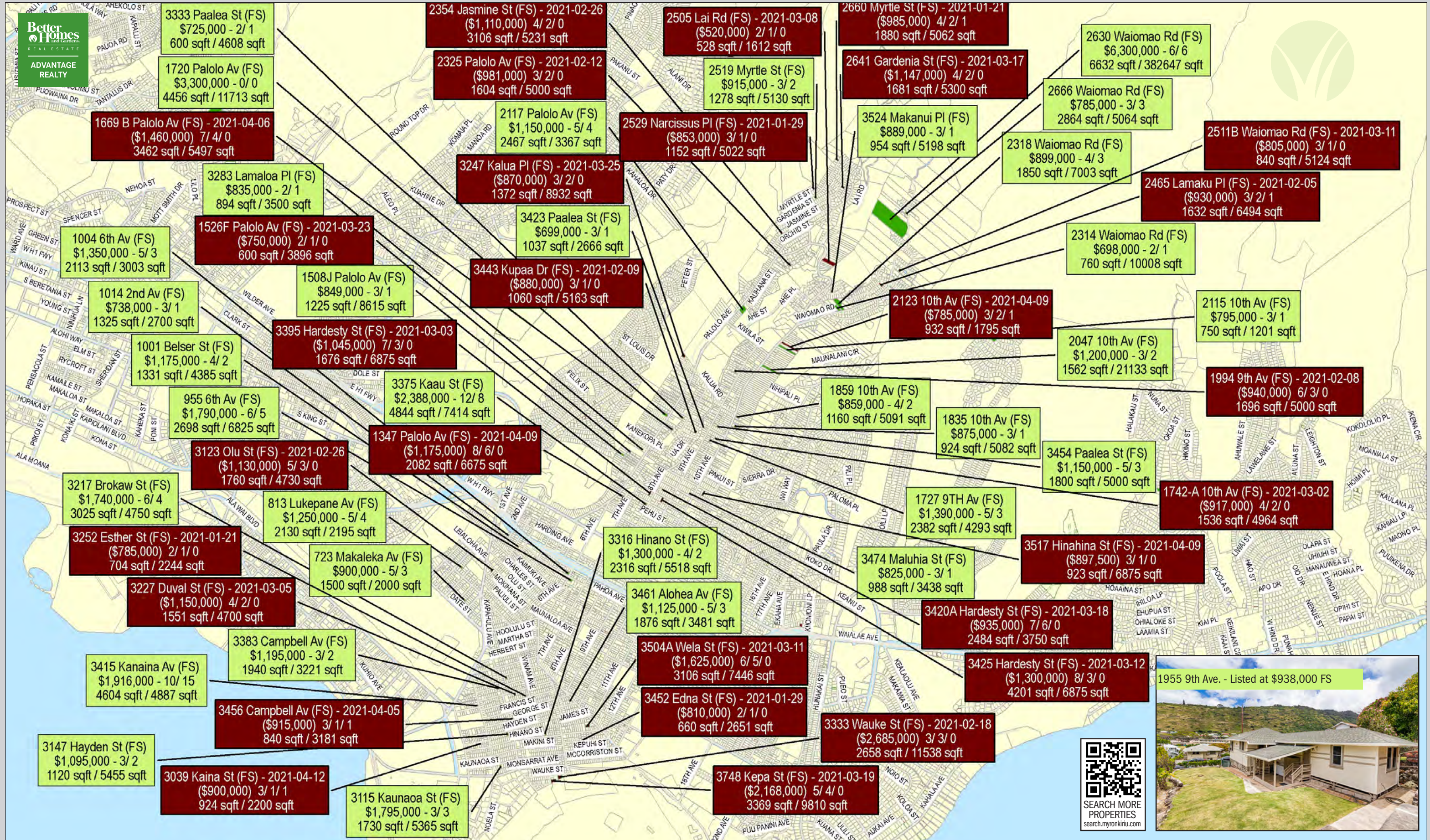
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# KOKO HEAD TERRACE / KOKO KAI/PORTLOCK

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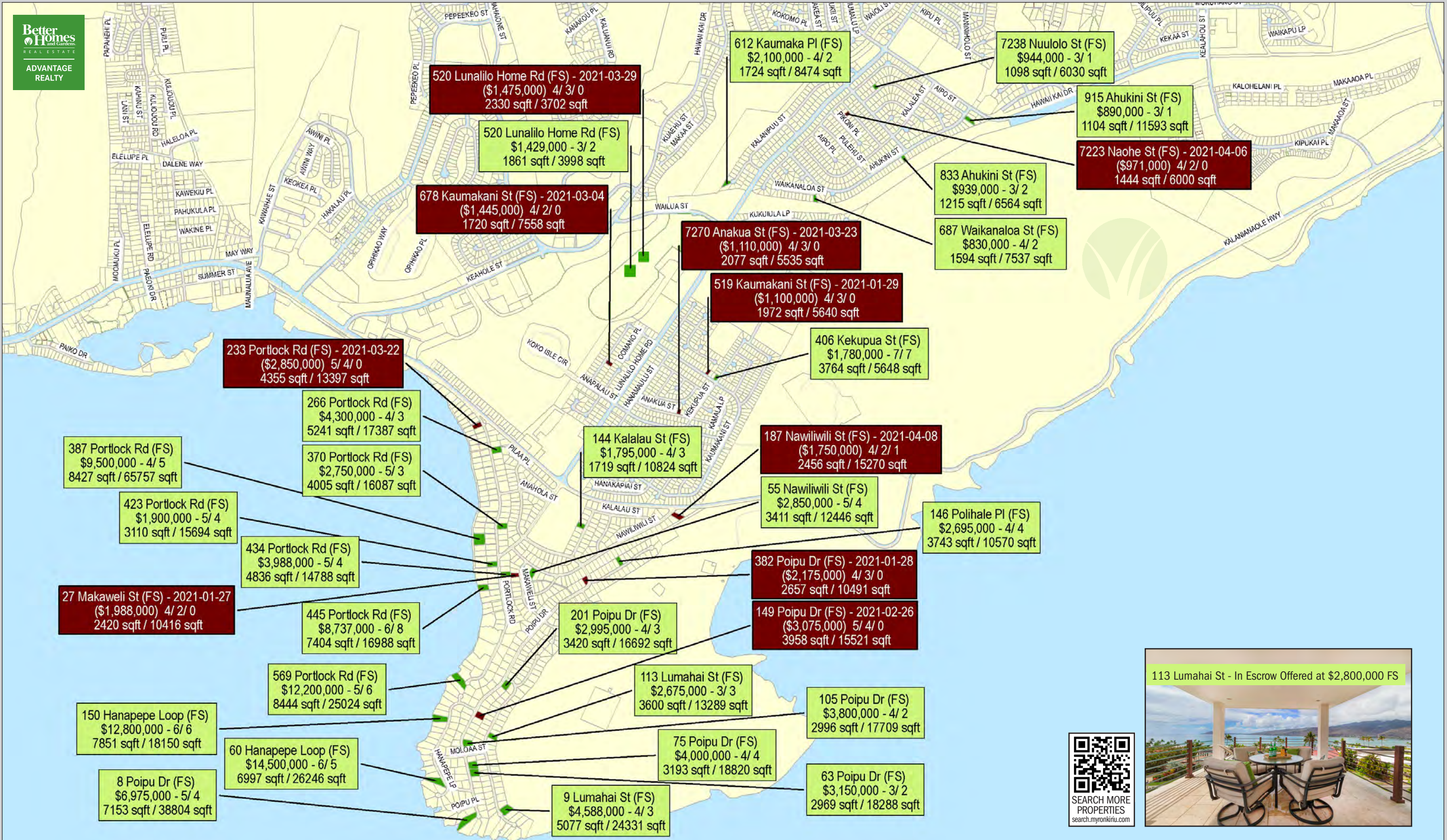
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# MAKIKI HEIGHTS / NUUANU

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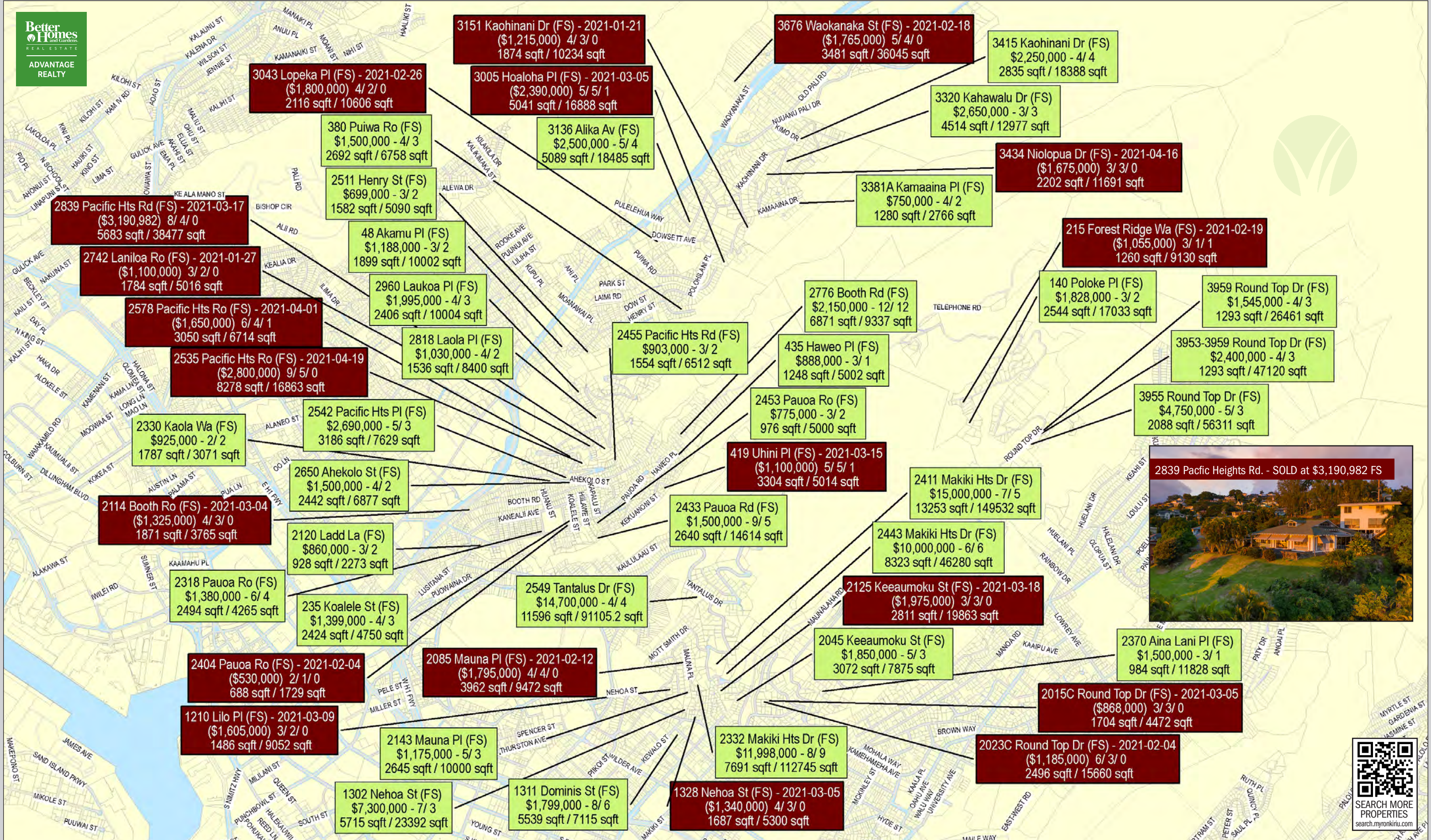
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2839 Pacific Heights Rd. - SOLD at \$3,190,982 FS



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# MANOA

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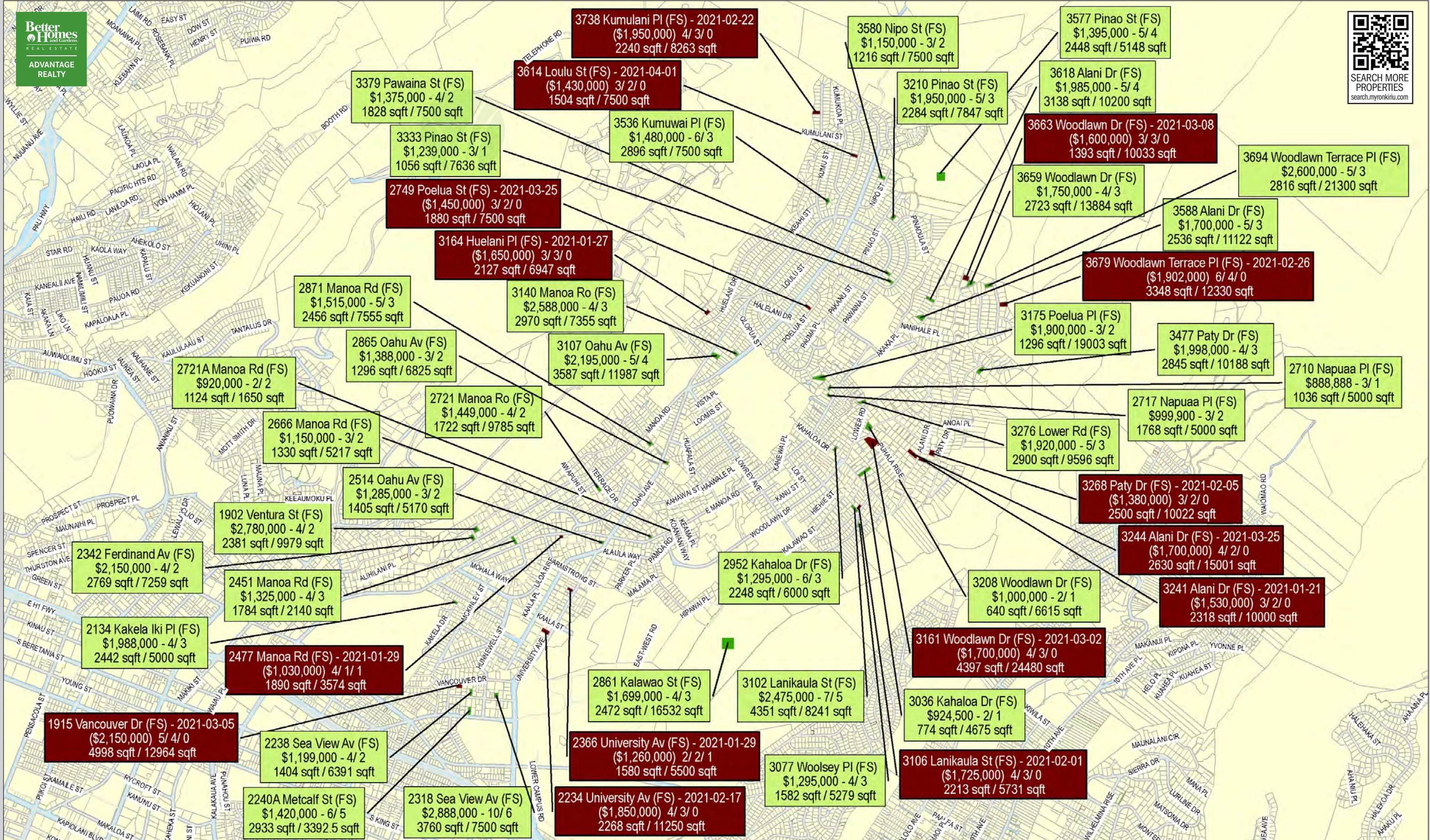
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# MARINER'S RIDGE / WEST MARINA / HAHAIONE

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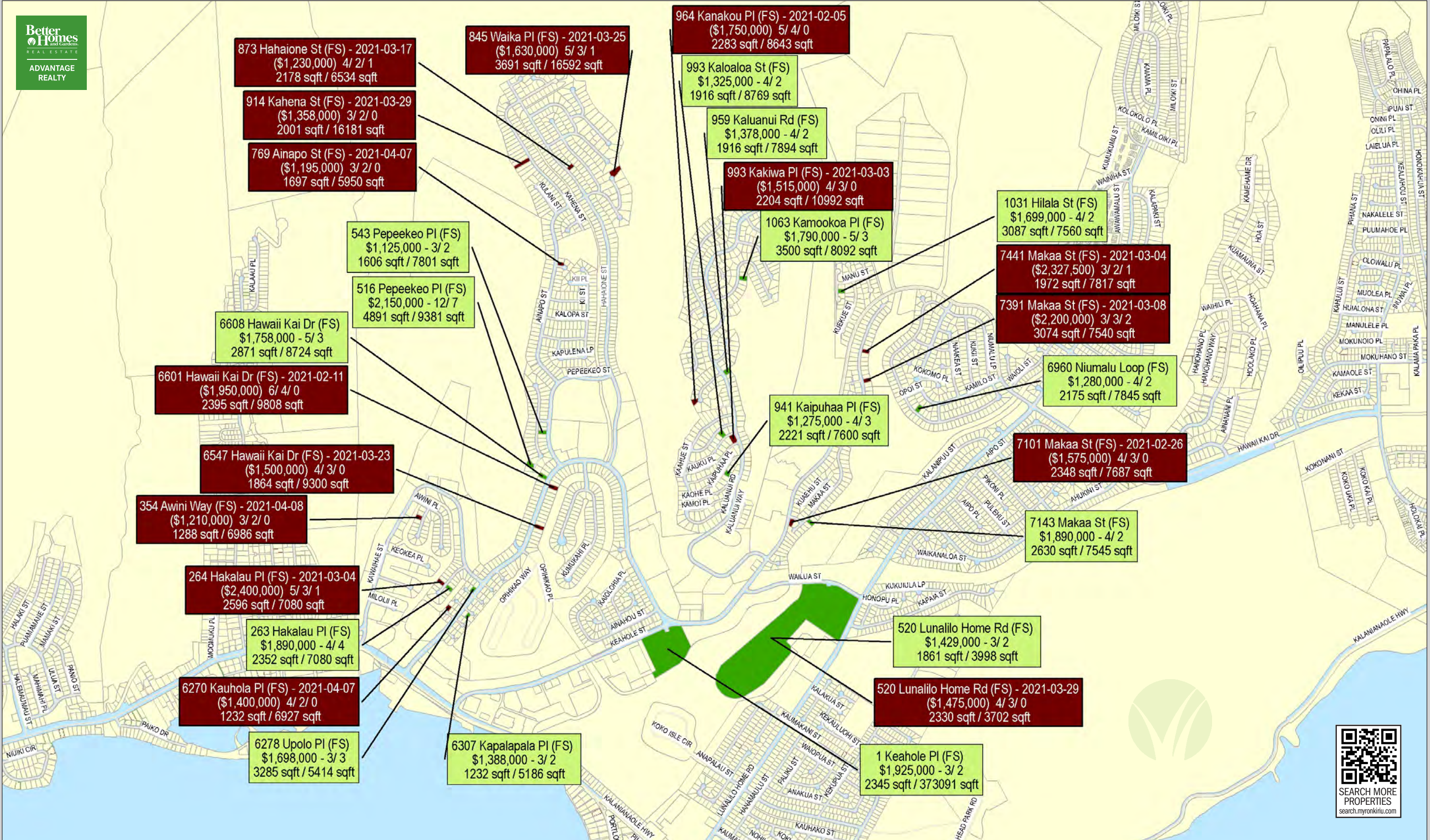
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# MARINER'S COVE / KALAMA VALLEY

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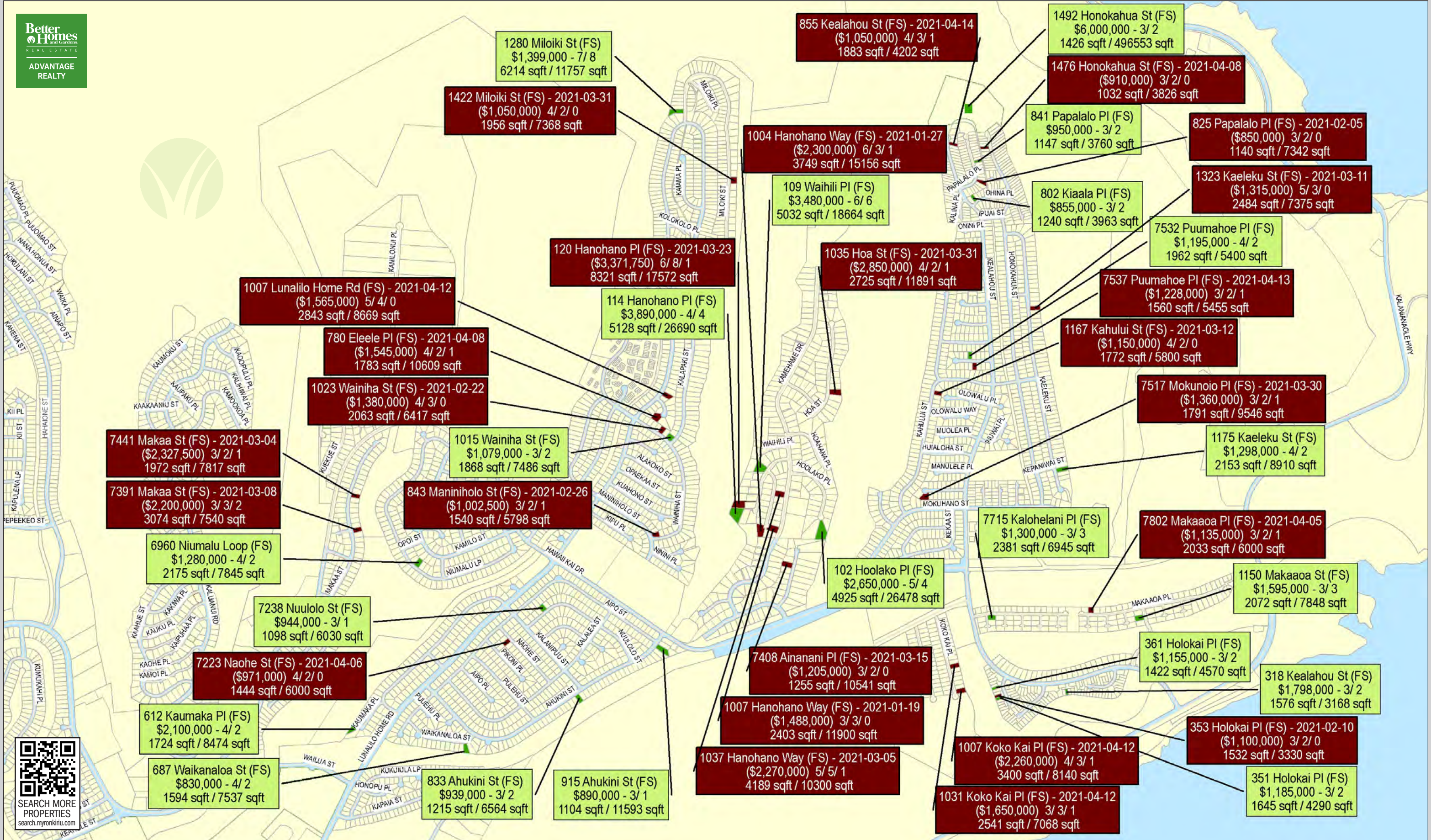
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# WAIALAE IKI / WAIALAE NUI

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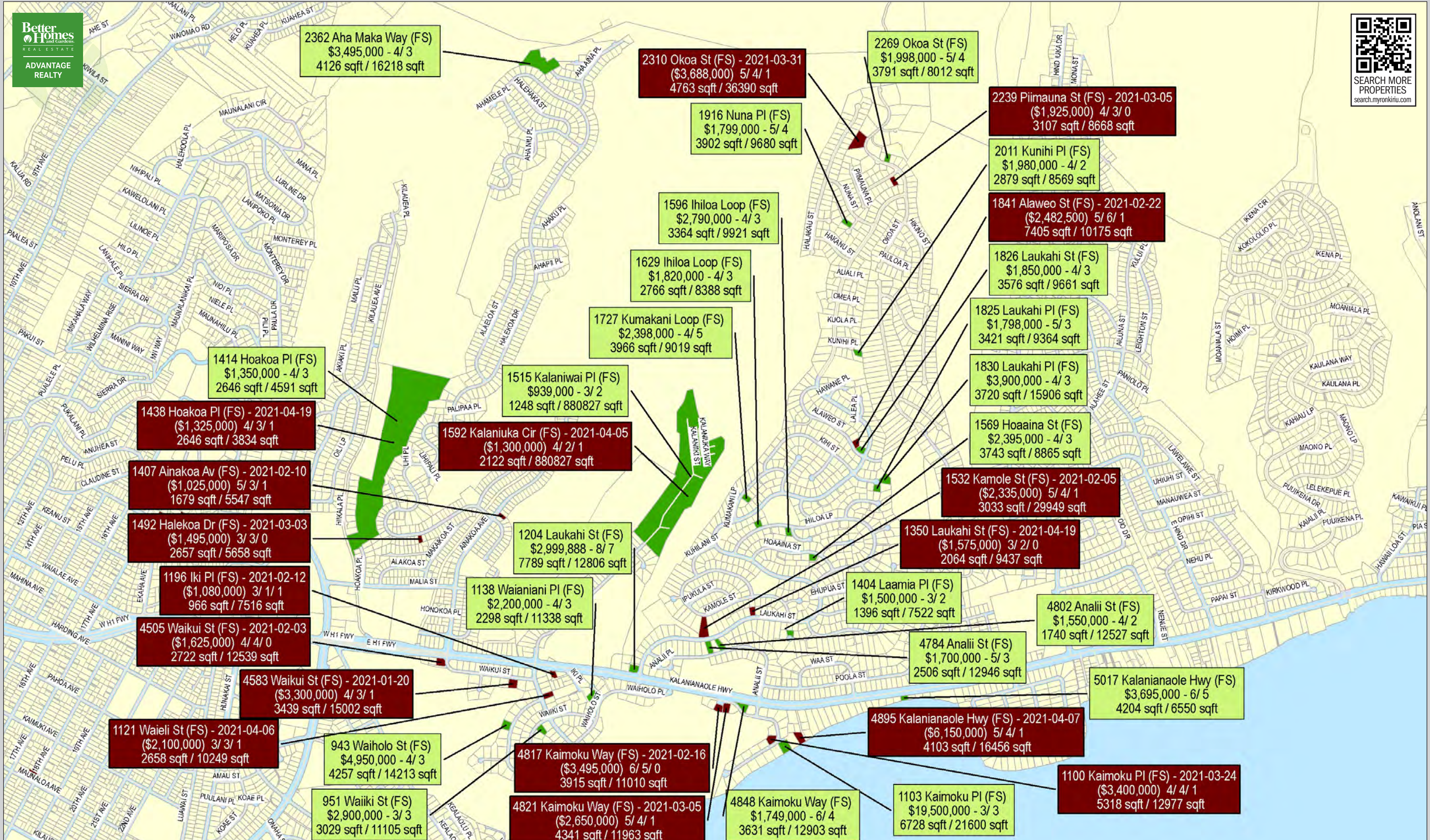
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# WAILUPE / KULIOUOU / KALANIANAOLE HWY

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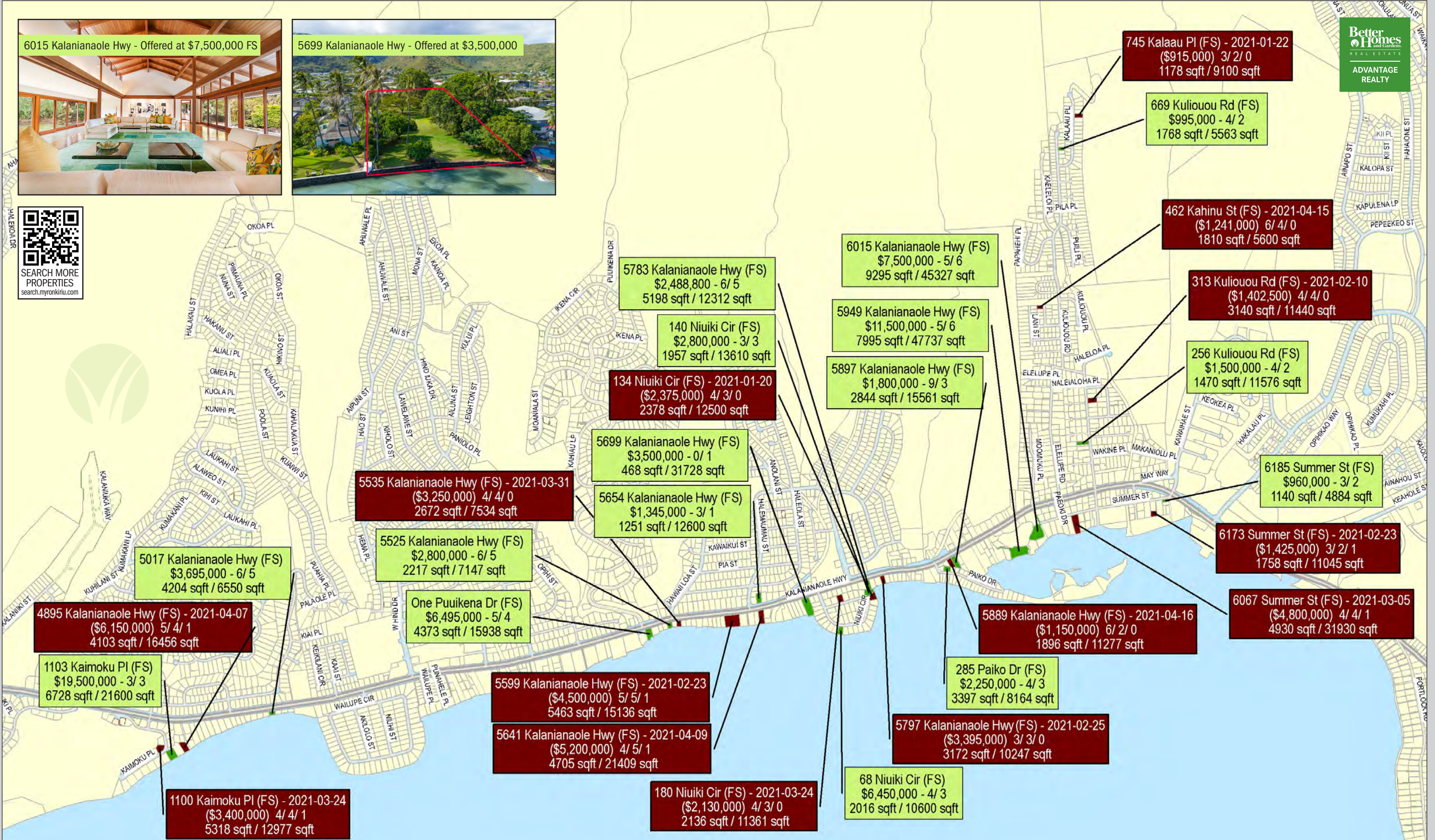
6015 Kalanianaole Hwy - Offered at \$7,500,000 FS



5699 Kalanianaole Hwy - Offered at \$3,500,000



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# WILHELMINA / ST. LOUIS HEIGHTS

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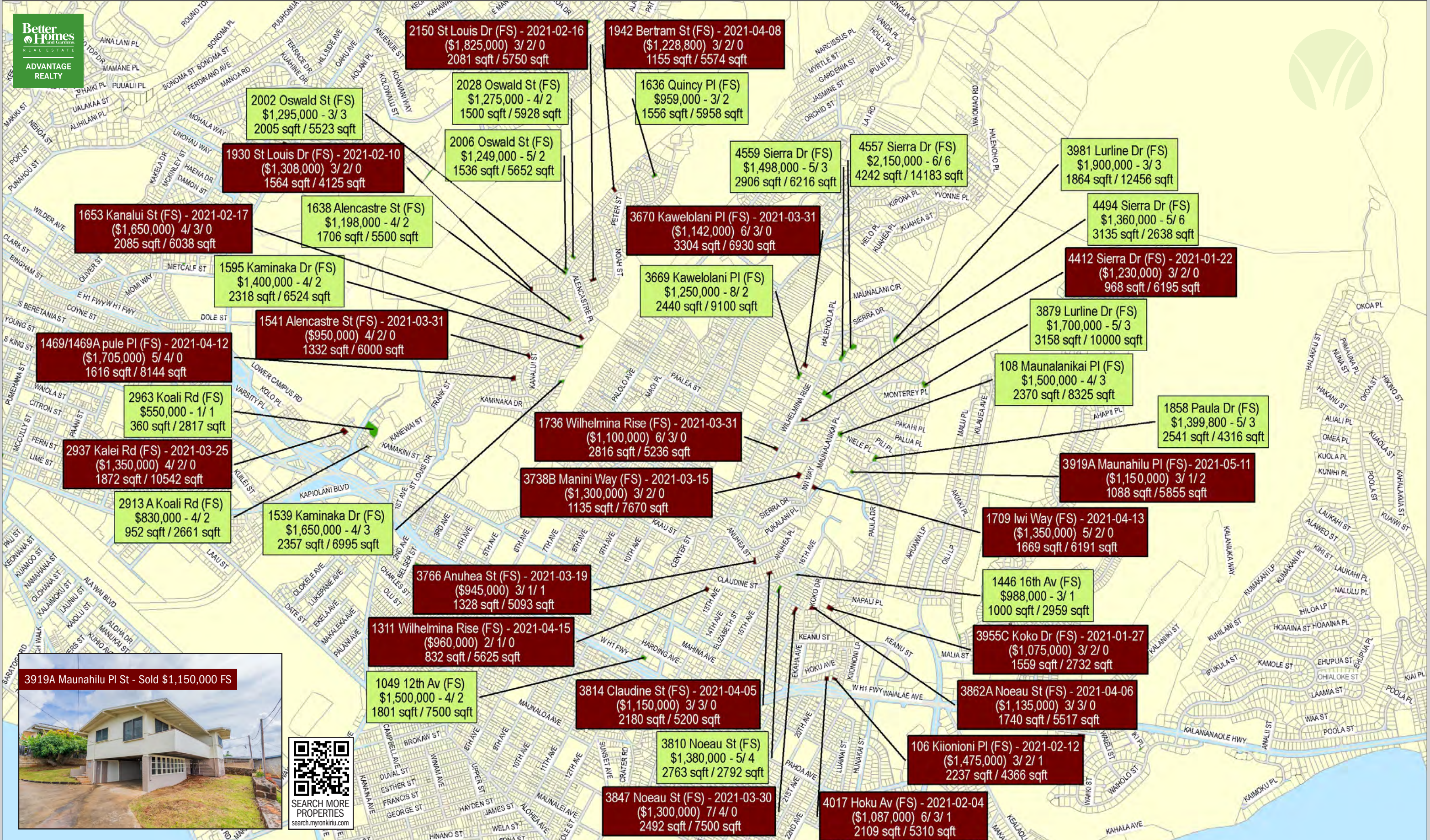
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3919A Maunahilu Pl St - Sold \$1,150,000 FS



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- Voted "Hawaii's Best" Realtor—1st Place, 4 years by Honolulu Star-Advertiser Readers

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1314 S. King St. STE G2, Honolulu, HI 96814  
visit us at [www.KaraiCrab.com](http://www.KaraiCrab.com)

Discount not redeemable for alcohol or with any other offers or discounts.  
Other restrictions may apply. Offer expires 6/30/2021.

**TO THAI FOR**

3571 Waiialae Ave., Honolulu, HI 96816 • (808) 735-8558

**FREE** One order of Crispy Spring Rolls with purchase of \$50 on take-out orders only.



Fresh Local Produce For Sale



Must present coupon at purchase. One coupon per customer.  
Other restrictions may apply. Offer expires 6/30/21

*Gina's* **BAR-B-Q**

**Buy 1 Take Out Plate Lunch and receive 1 FREE medium soft drink.**

Must present this coupon at purchase. Only one coupon per customer per visit. Other restrictions may apply.



Find us at the Market City Shopping Center  
2919 Kapiolani Blvd. • [GinasBBQ.com](http://GinasBBQ.com)

Offer Expires 6/30/2021

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