

EXPECT BETTERSM



**VOTED HAWAII'S BEST REALTOR
1ST PLACE IN 2020**

By Honolulu Star-Advertiser Readers

**#1 BHGRE BROKER-LED TEAM
IN THE NATION - PAST 5 YEARS**

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**ADVANTAGE
REALTY**

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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
Operations
RB-74829



TEAM KIRIU



MARY MARTIN, RA
Executive Associate
RS-61523



**DEBBIE JOW
ITO, RA**
Technology
Marketing Specialist
RS-73401



CHRIS LEE, RA
Buyers Specialist
RS-78895



**TRISHA
KAGAWA, RA**
Listing Specialist
RS-80452



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



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



**MAKIKO
BLUMKE, RA**
Client Relations
Specialist
Bilingual
English/Japanese
RS-80681



**SAMANTHA
MARUMOTO, RA**
Buyers Specialist
RS-83780



CARLEE HIRANO
Digital Marketing
Specialist



ERIKA NGO
Escrow Assistant

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.

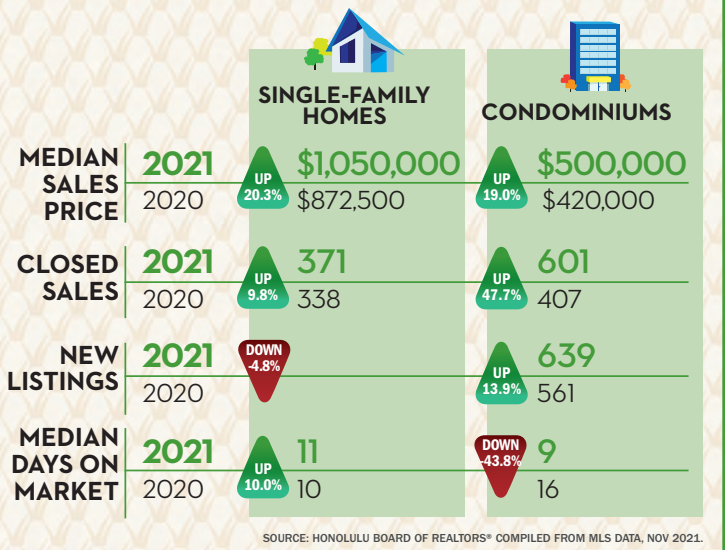
WHAT TO EXPECT IN 2022

What a rollercoaster ride we have been on this year. Just as we start lifting restrictions on restaurants and retail shops as well as reopening our doors to tourism, the Omicron variant of COVID-19 comes into being. Initial reports seem to indicate that although more contagious than the original COVID-19 virus and the Delta variant, it appears that Omicron may be less severe.

Before trying to determine what affects Omicron may have on the future of Hawaii real estate, let's go over a brief summary of this past year. Surprisingly, the COVID 19 pandemic resulted in both higher real estate prices and a higher volume of sales. Low interest rates and the US and State government pumping trillions of dollars into the economy to keep households afloat during the pandemic were primary economic drivers in higher real estate prices. Additionally, lifestyle changes and the new remote work environment has resulted in many off island buyers purchasing in Hawaii as 2nd homes and/or as their new COVID work enclaves. People look at Hawaii as a COVID 19 safe haven due to it's warm weather and clean air. The results are that the median sales price for homes have risen approximately 20% in the past year with an over 10% increase in the median sales price for condos.

What can we expect for 2022? Tough question, but here are a few things we can expect. The Federal Reserve has decided to increase interest rates at twice the rate than originally expected to curb inflation. It is doubtful that the Federal and State governments will pump trillions more dollars into the economy due to the Omicron variant. The governments are already carrying dangerously high levels of debt and more dollars pumped into the economy will cause more inflation. With the government doing everything in it's power to slow inflation (and real estate prices are a part of the inflation), we should see a leveling out of real estate prices. If Sellers are looking to sell at or near the peak, now

OAHU REAL ESTATE MARKET STATISTICS NOV 2021 - VS - NOV 2020



would be a good time to considering testing the market. For buyers, interest rates are still at historically low levels and there should be new inventory of homes and condos hitting the market just after the 1st of the year. Many Sellers wait until after the holidays prior to listing their homes for sale.

I am confident that no matter what new COVID-19 variants come about, the resilient people of Hawaii will work together and arise from these uncertain times even more connected and powerful than ever. Here's wishing you a great holiday season.

"5 star servicing and 5 star subject matter expertise. I would whole heartedly recommend Myron to anyone who is looking to either purchase or sell a property. . . Myron really does sincerely care about his clients and always strives to help them make the right decision and not push for the quick sale."

— Jay F., Honolulu (Seller) July 2021 ★★★★★

**YOUR NEIGHBORHOOD
MAP INSIDE!**

ACTIVE & SOLD PROPERTY MAP

AINA HAINA / HAWAII LOA / NIU VALLEY

ACTIVE & SOLD PROPERTIES

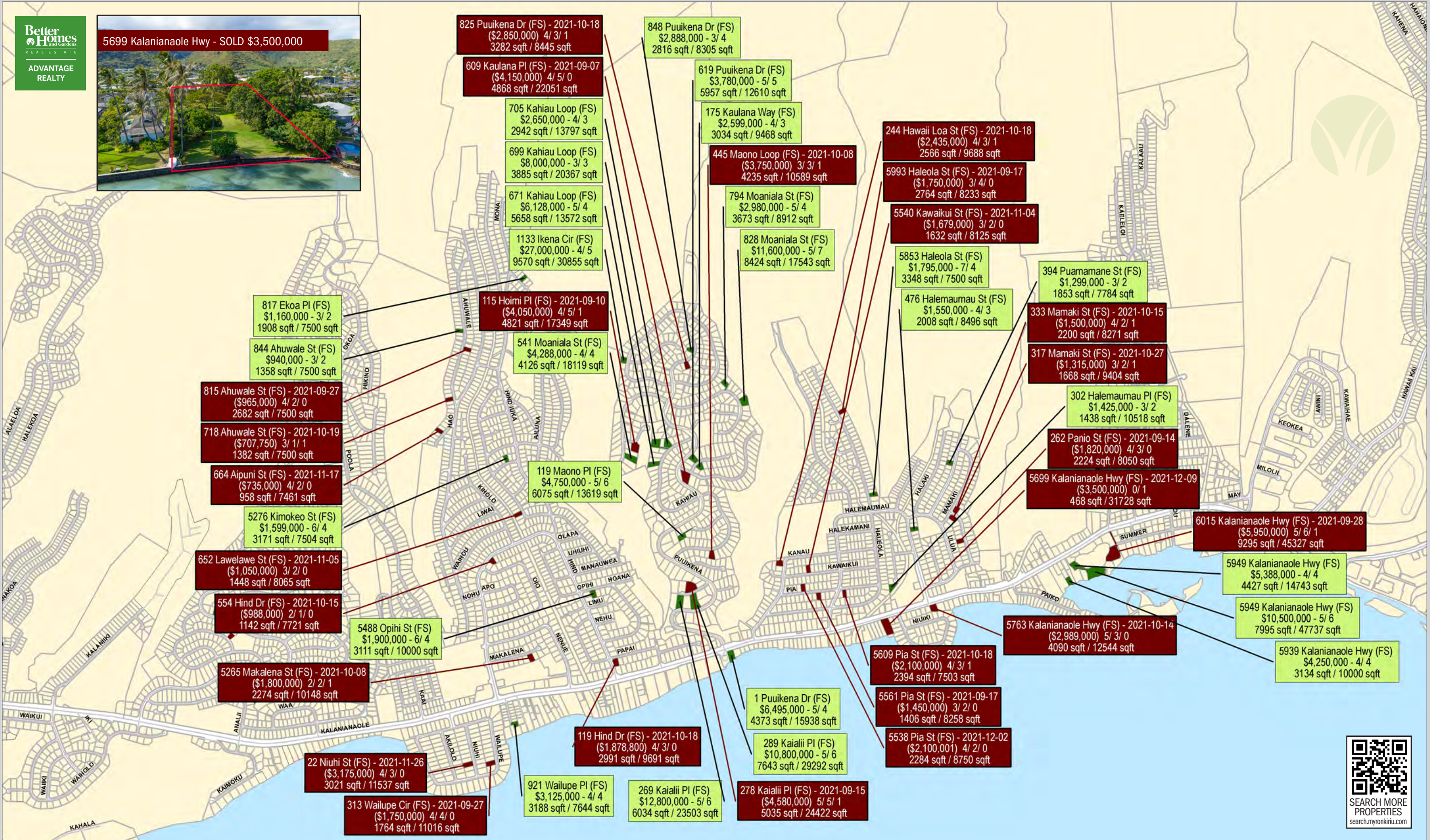
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 Property Address (Tenure)
 List Price - Beds/Full Baths/Half Baths
 Roofed Living Area / Land Area

SOLD PROPERTIES LEGEND:
 Property Address (Tenure) - Sold Date
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KAHALA / DIAMOND HEAD

ACTIVE & SOLD PROPERTIES

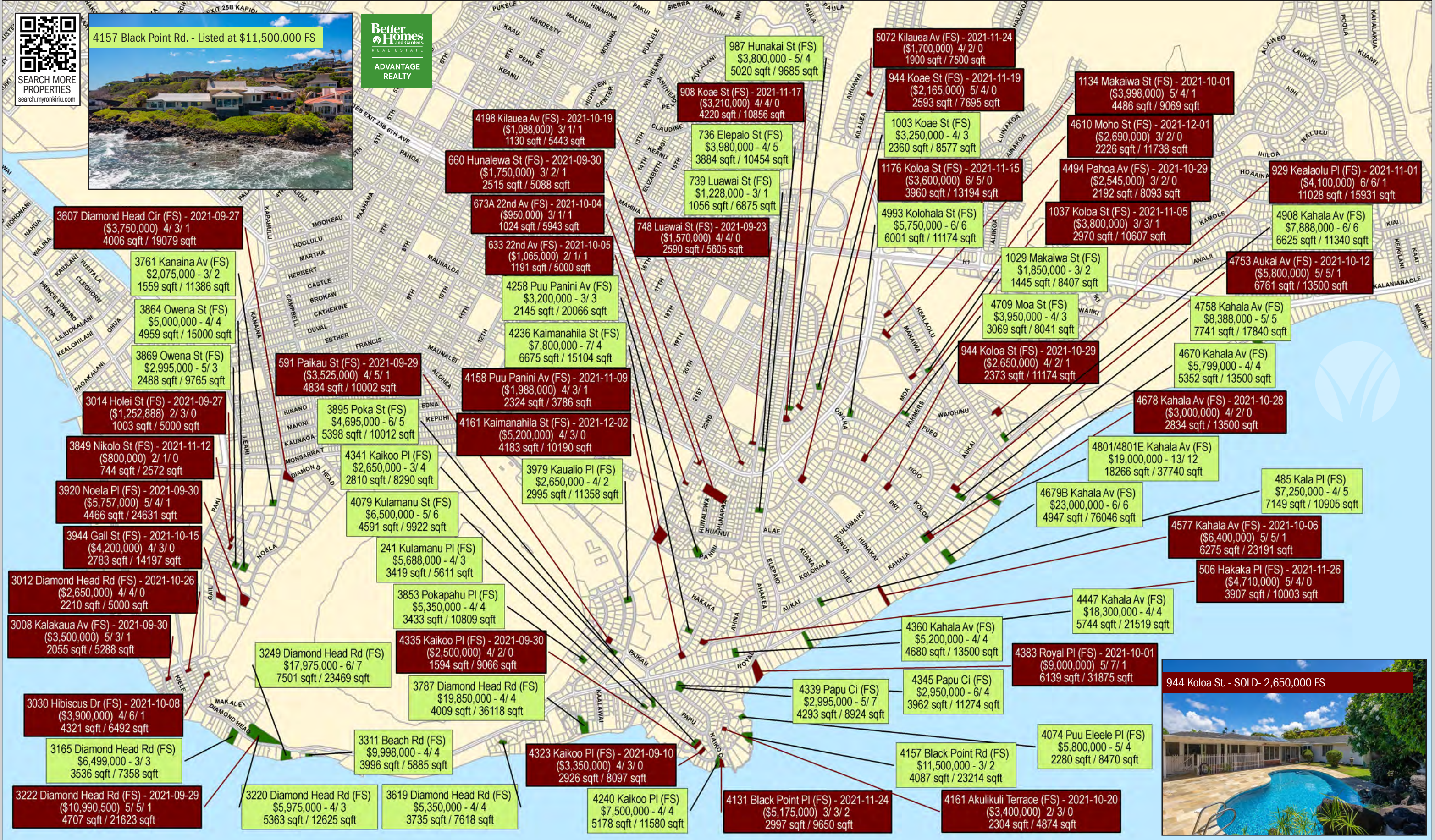
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KAIMUKI

ACTIVE & SOLD PROPERTIES

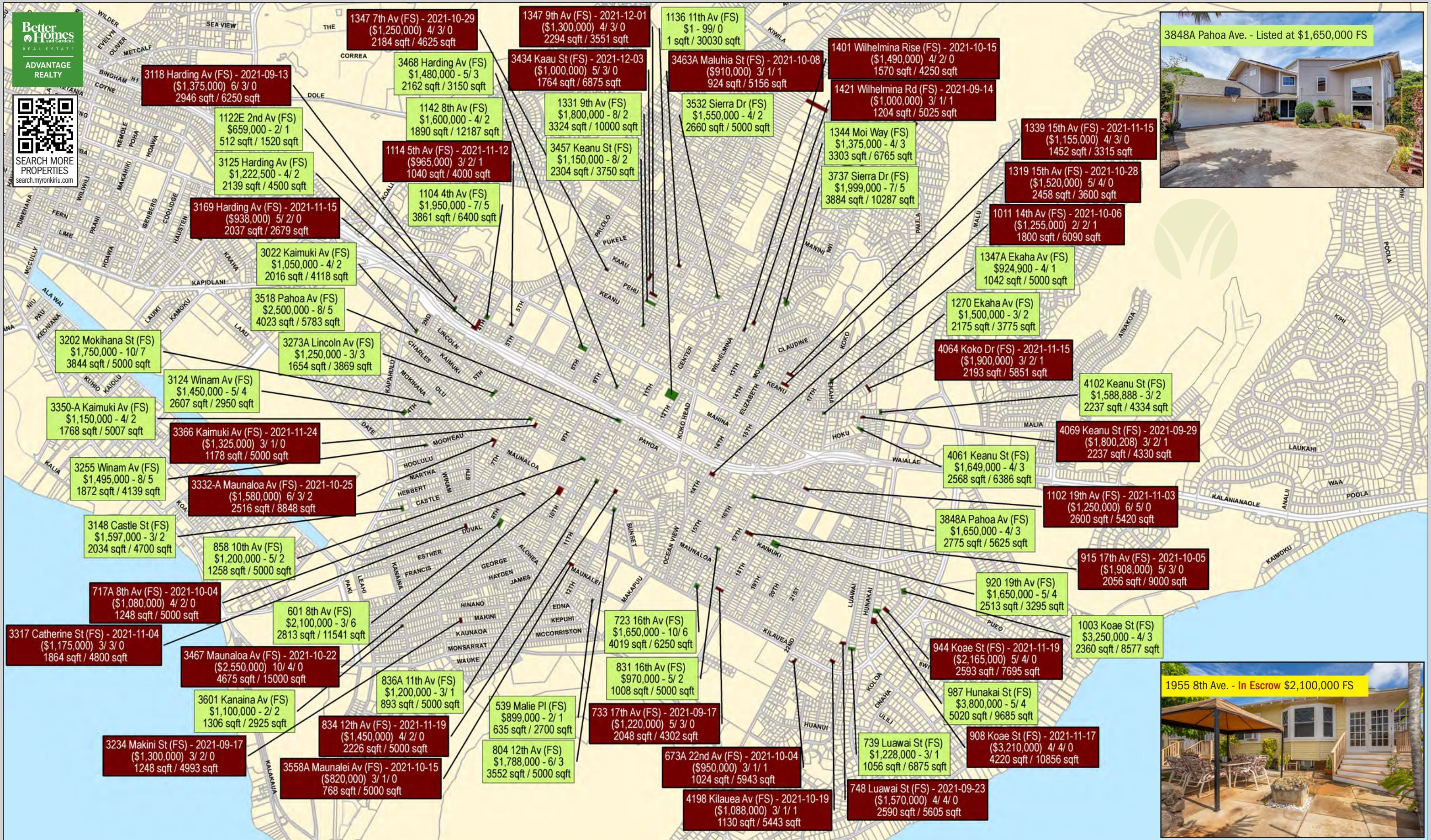
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KAPAHULU / PALOLO

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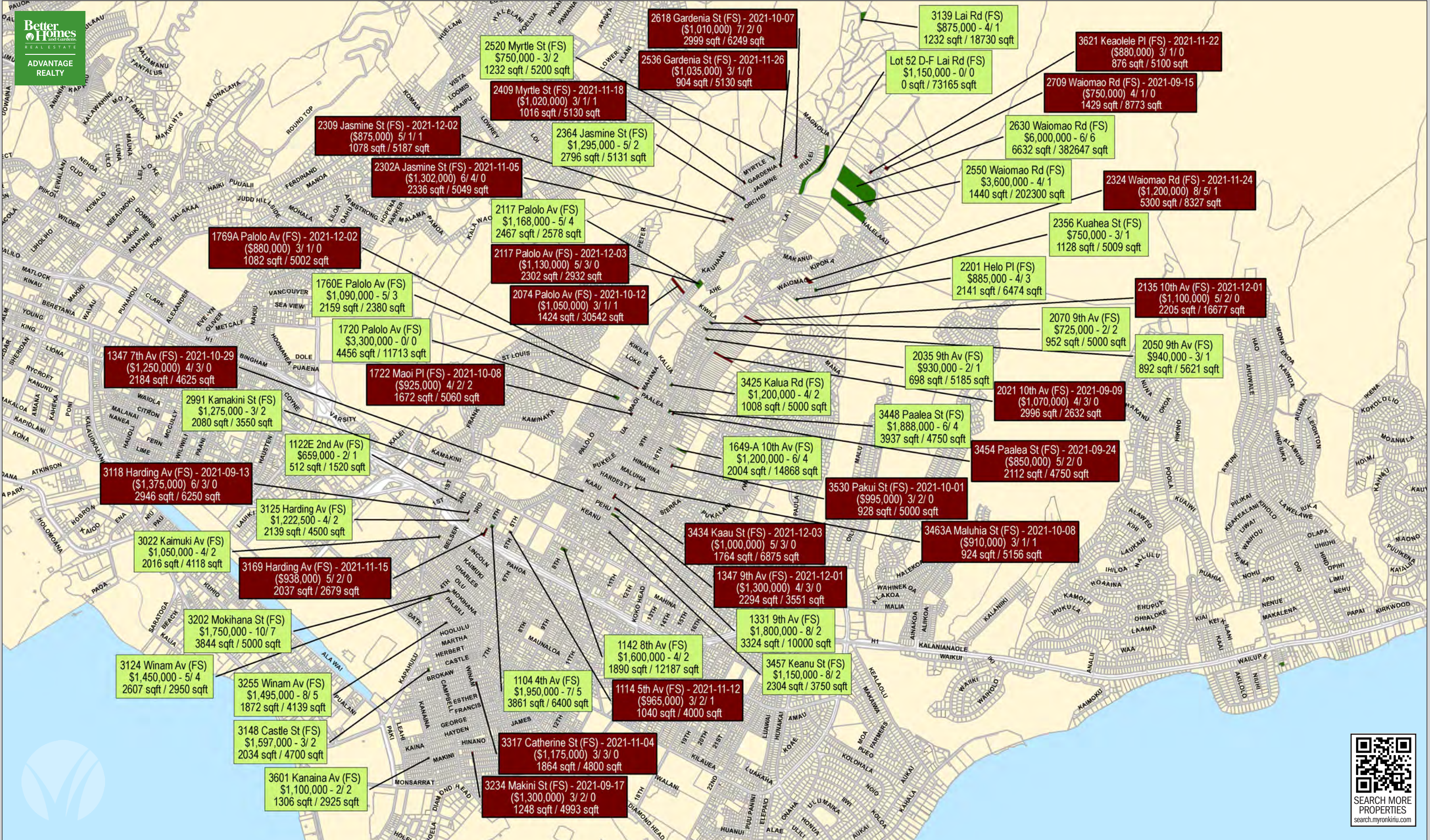
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KOKO HEAD TERRACE / KOKO KAI/PORTLOCK

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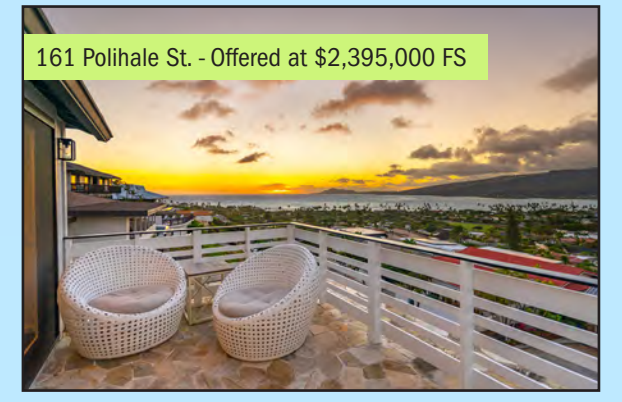
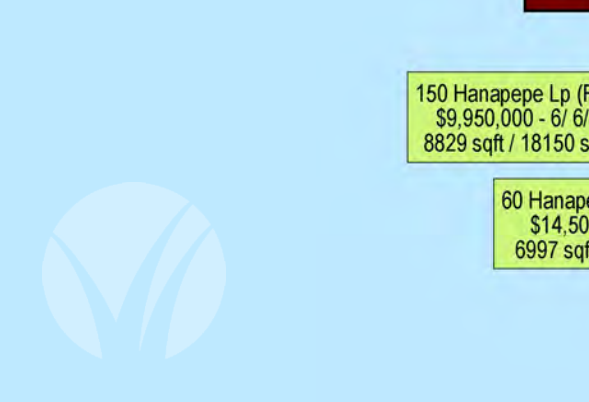
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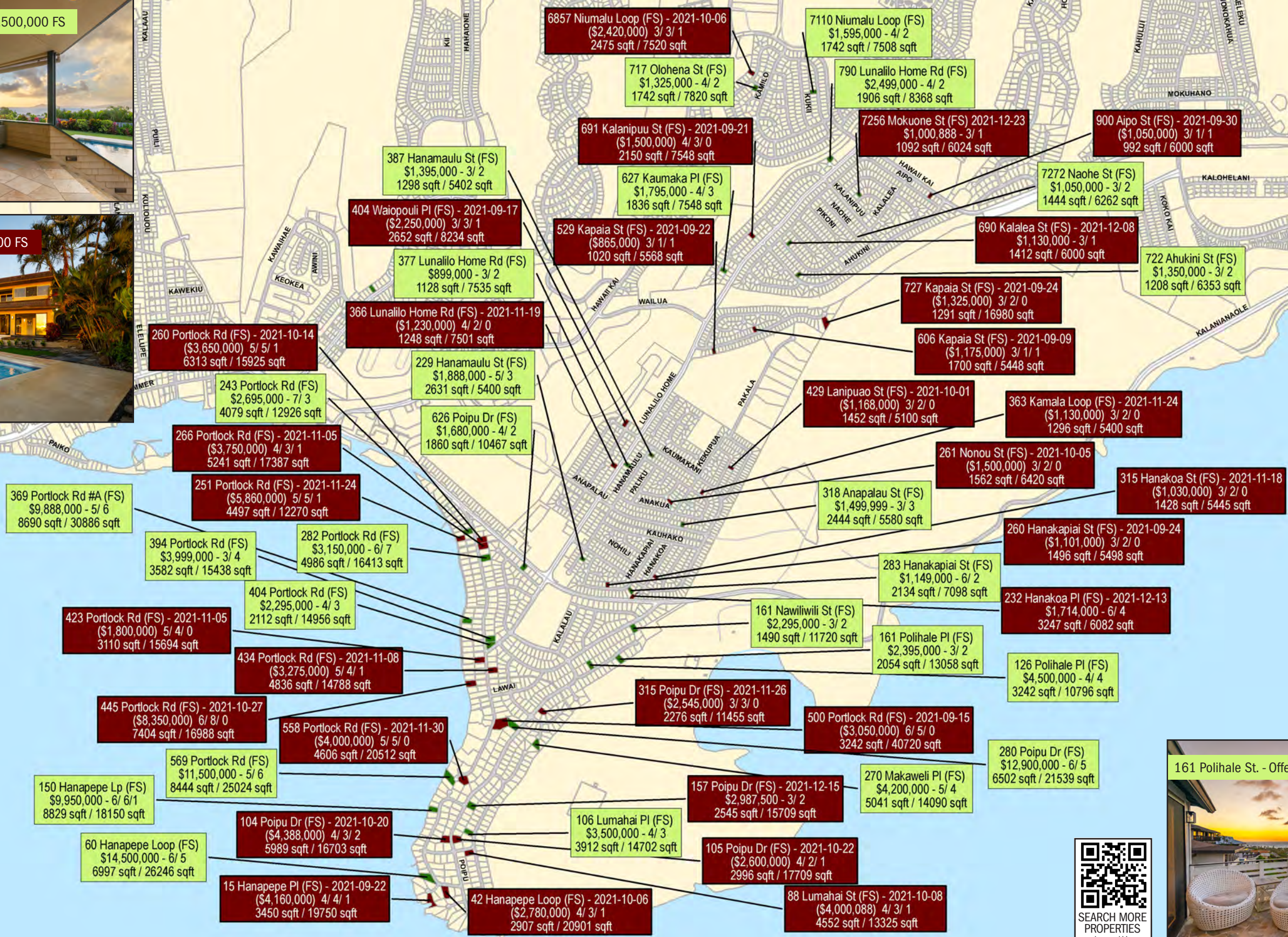


106 Lumahai St. - Offered at \$3,500,000 FS

104 Poipu Dr. - SOLD \$4,388,000 FS



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



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MAKIKI HEIGHTS / NUUANU

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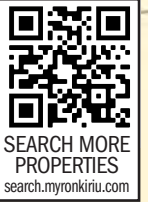
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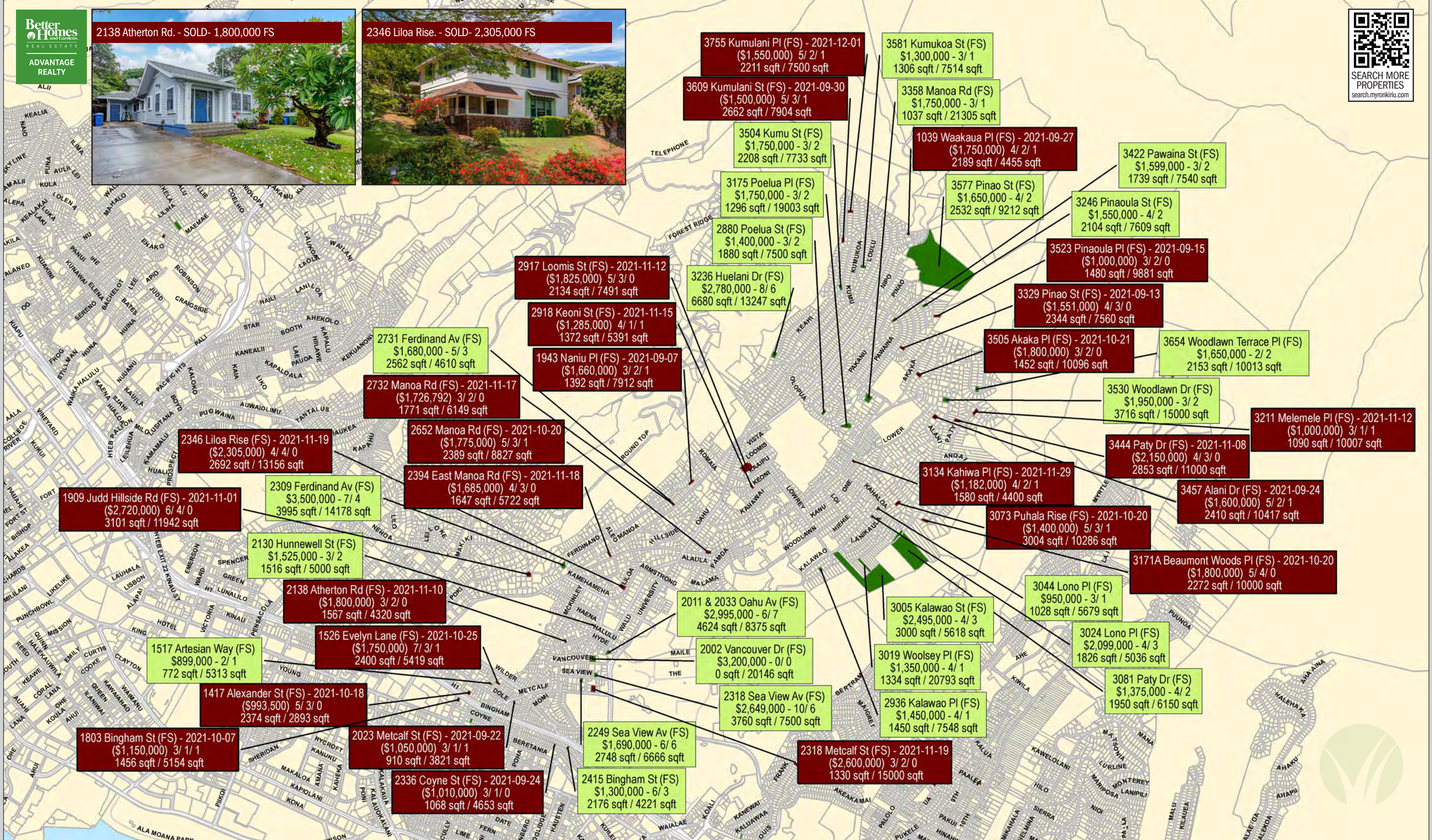
2138 Atherton Rd. - SOLD- 1,800,000 FS



2346 Liloa Rise. - SOLD- 2,305,000 FS



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MARINER'S RIDGE / WEST MARINA / HAHAIONE

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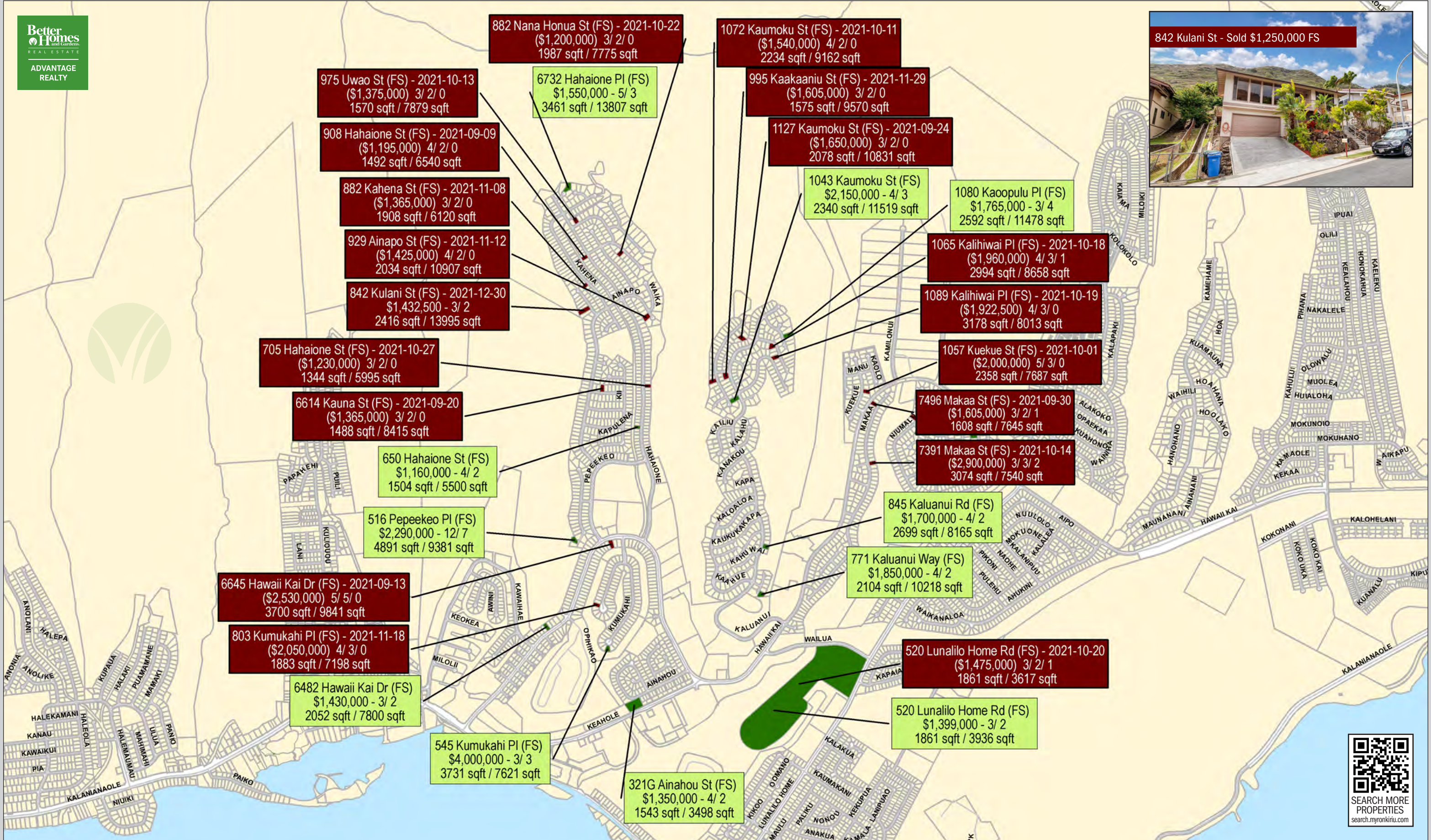
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MARINER'S COVE / KALAMA VALLEY

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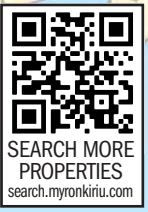
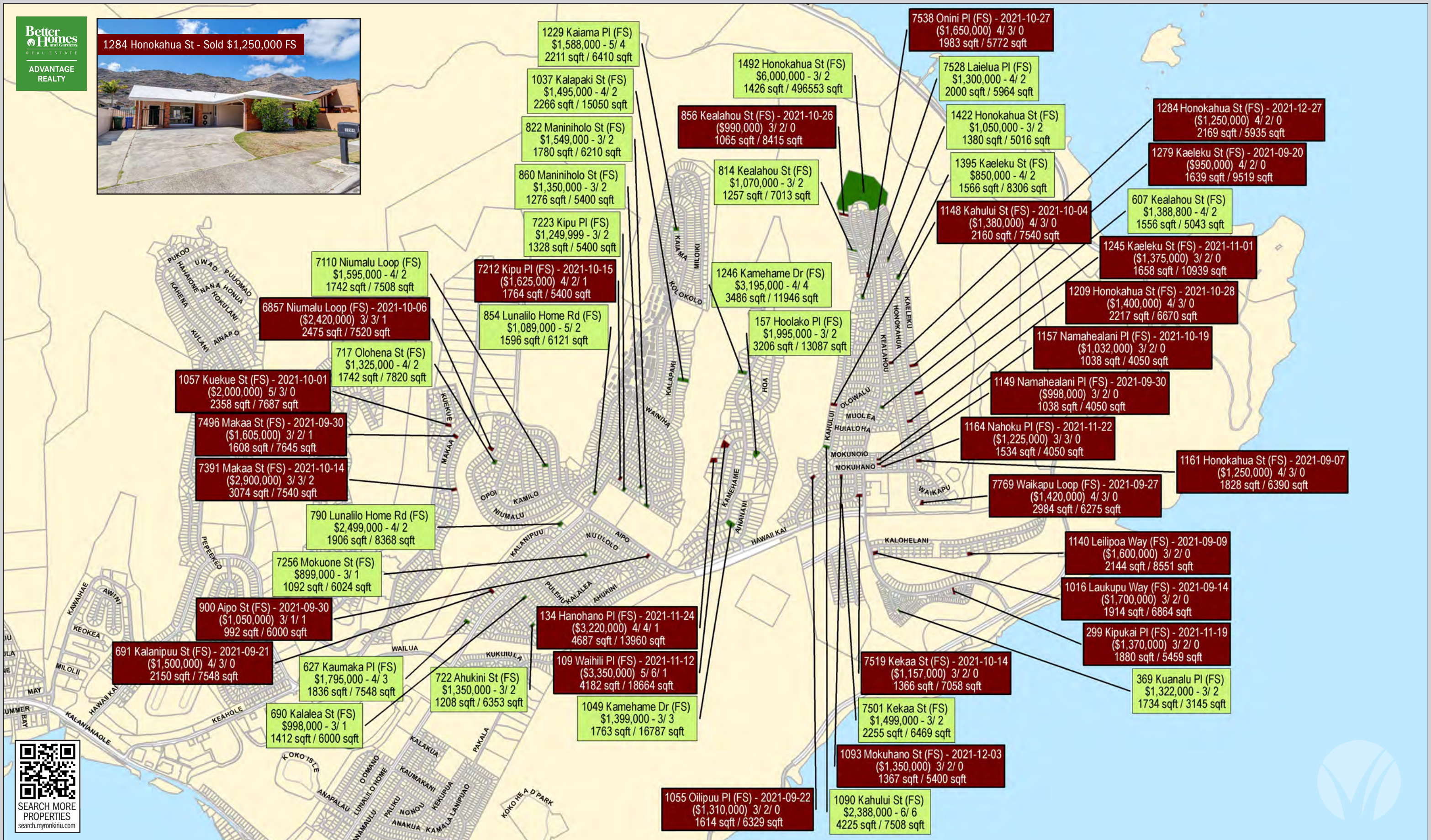
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1284 Honokahua St - Sold \$1,250,000 FS



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WAIALAE IKI / WAIALAE NUI

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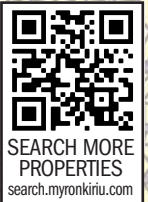
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1912 Alaweo St - Sold \$2,485,000 FS



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WAILUPE / KULIOUOU / KALANIANAOLE HWY

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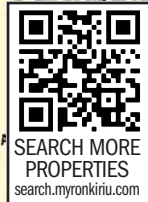
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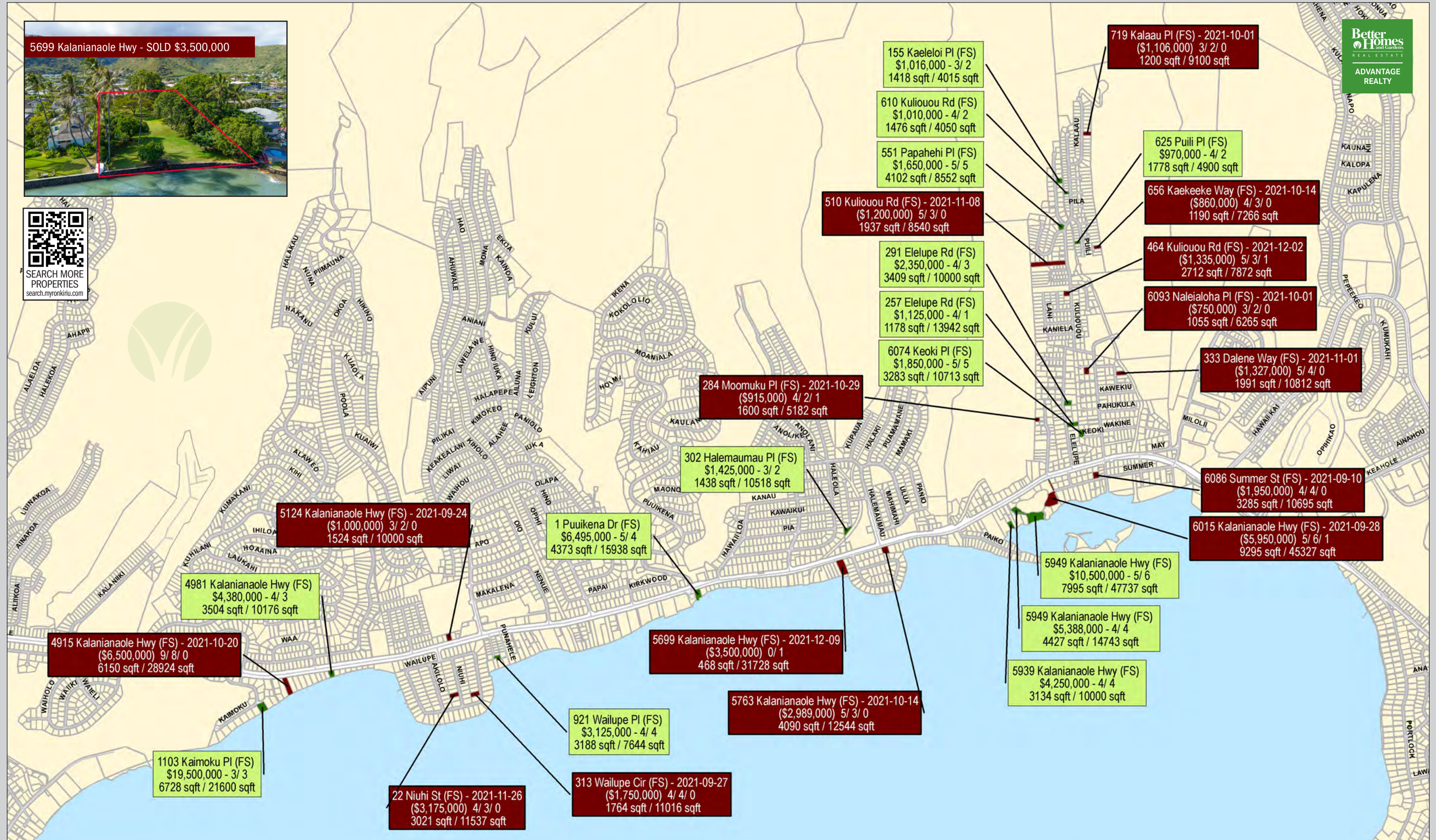
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5699 Kalaniana'ole Hwy - SOLD \$3,500,000



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WILHELMINA / ST. LOUIS HEIGHTS

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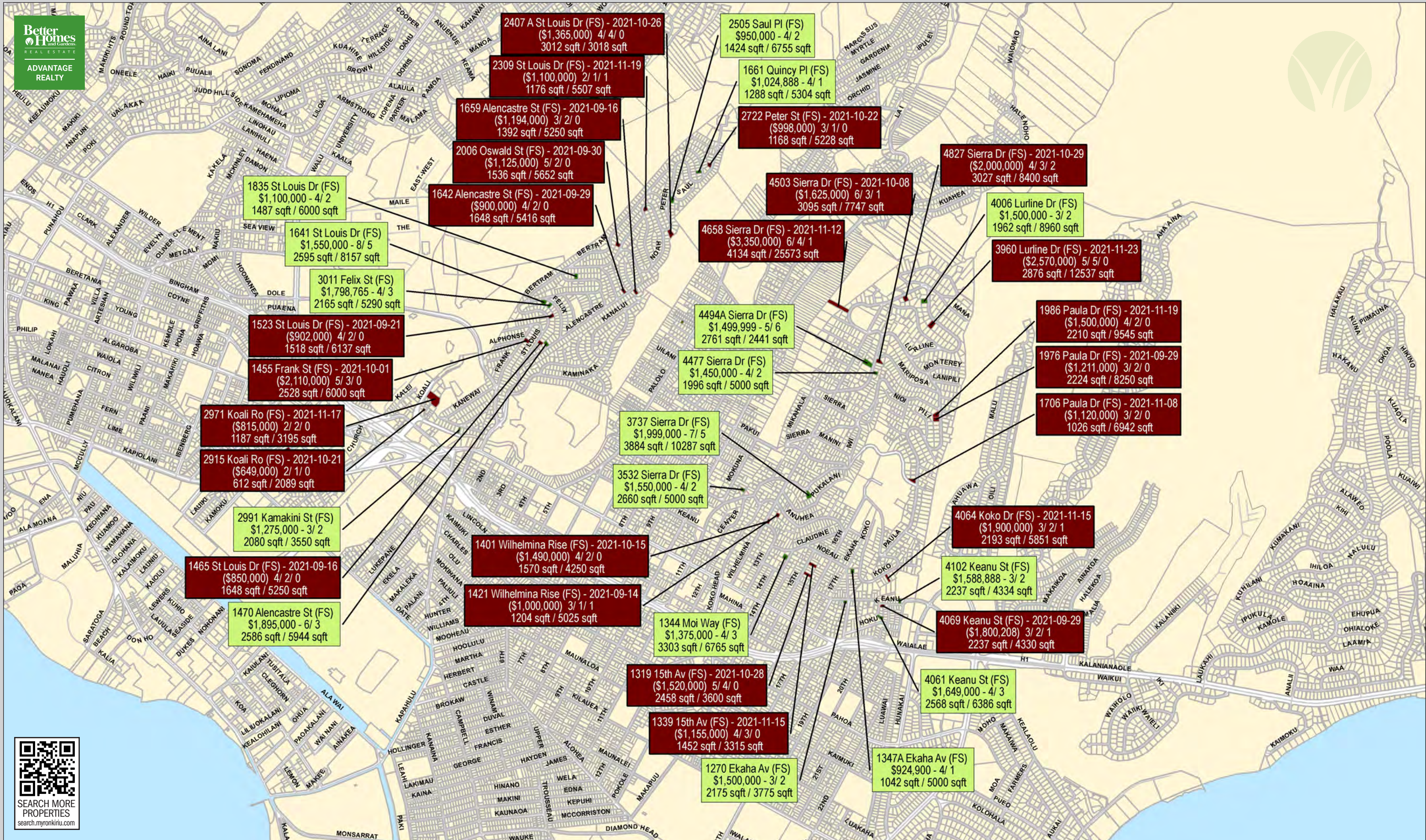
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OF EXPERIENCE & QUALITY SERVICE**

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- #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

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