

# Guam Residential Real Estate Market

Affordable Housing Symposium June 2012  
Hyatt Regency Guam

Siska S. Hutapea  
President



We Value

Real Estate Valuation & Advisory Services

- Introduction
- Residential Sales
- Residential Rental
- New Building Permits
- Current Supply
- Points to Ponder

## Guam Residential Real Estate Market

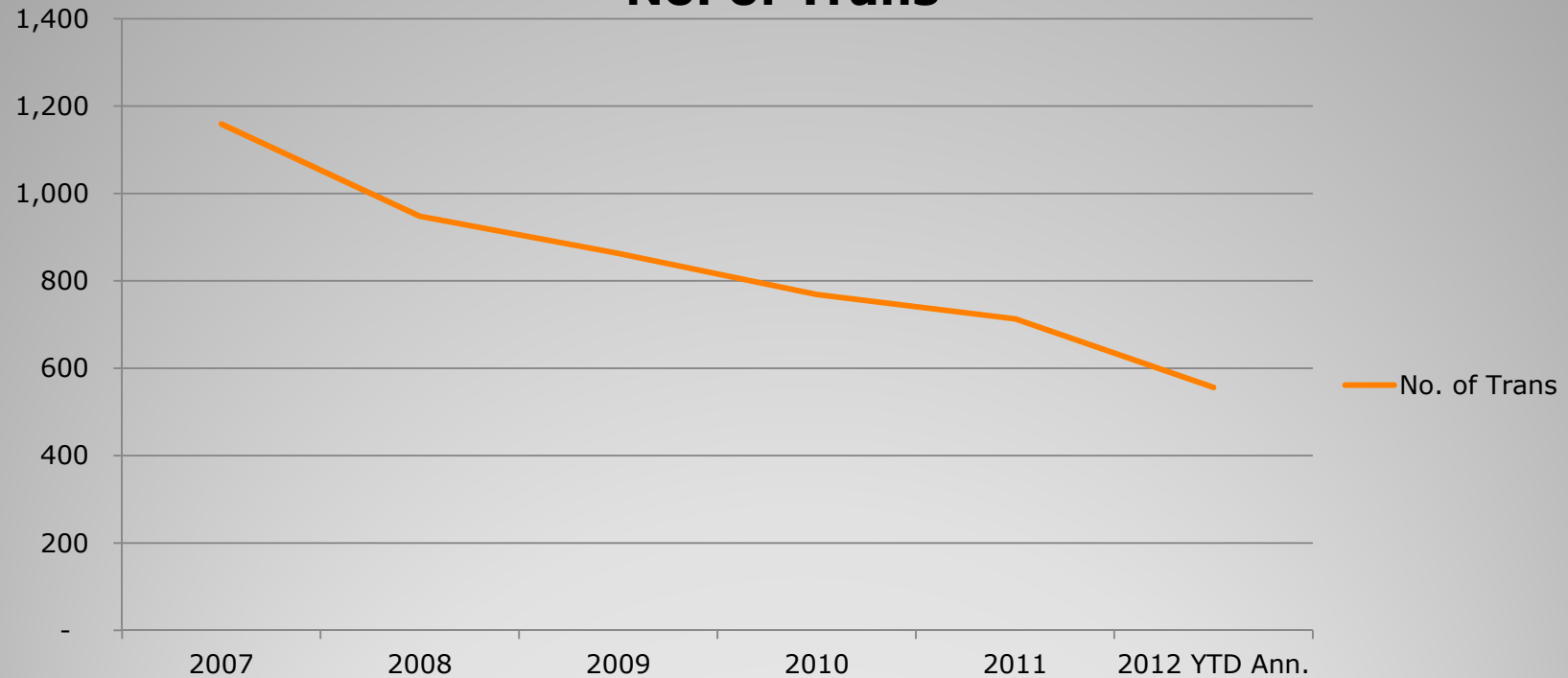


CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services

## No. of Trans



Source: Cornerstone Valuation Guam, Inc. Database

## Residential Sales – No. of Sales

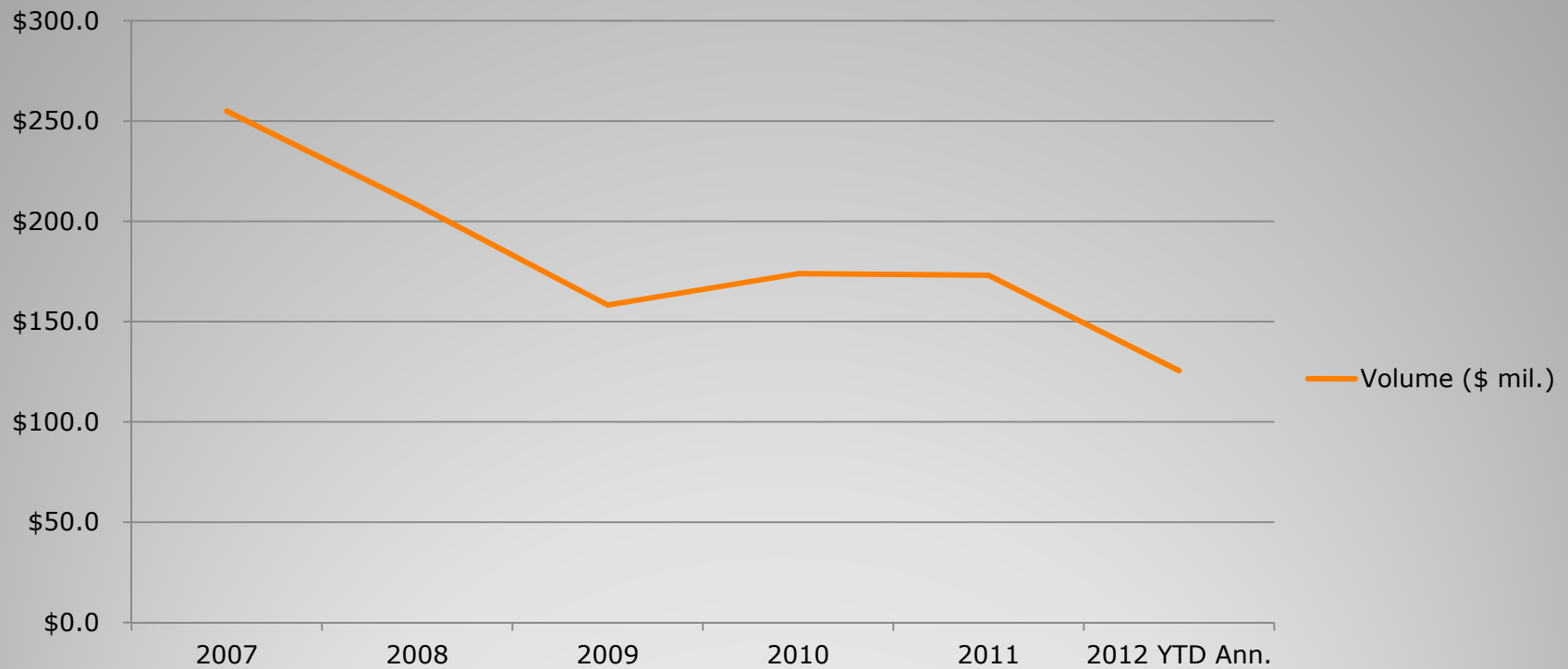


CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services

## Volume (\$ mil.)



Source: Cornerstone Valuation Guam, Inc. Database

# Residential Sales – Volume

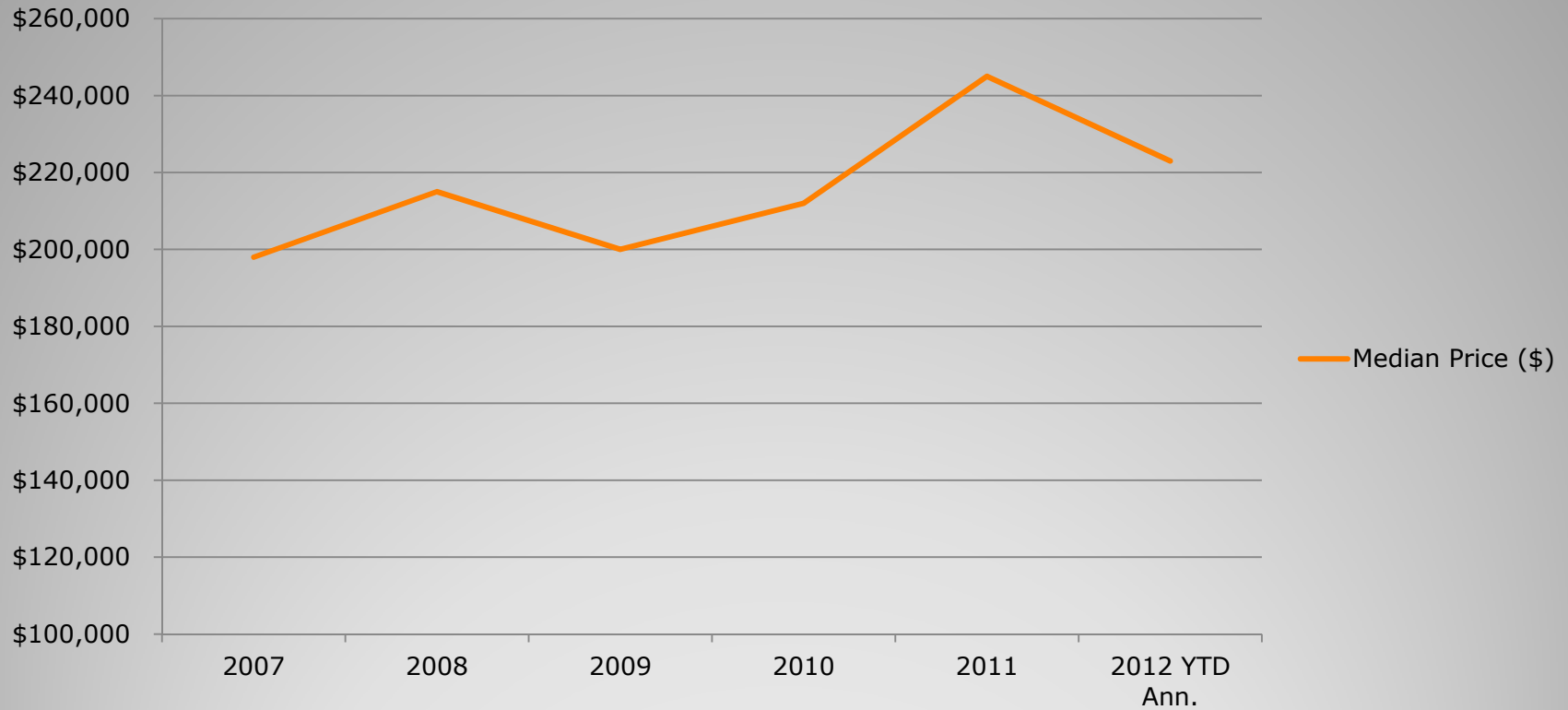


CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services

## Median Price (\$)



# SFD Median Price

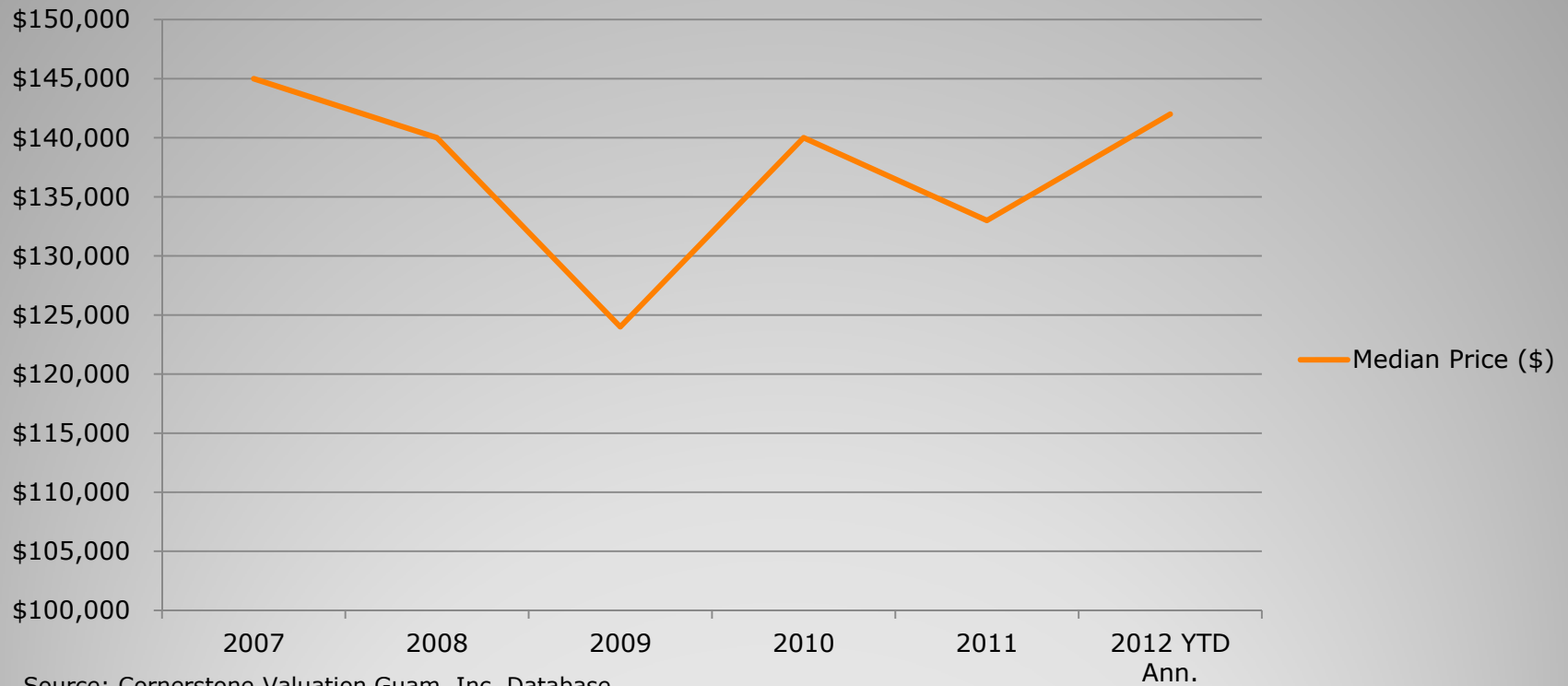


CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services

## Median Price (\$)



# Condominium Unit Median Price



CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services

- Subsidized Section 8
- Subsidized Military
- Private/Locals Rentals

## Residential Rentals

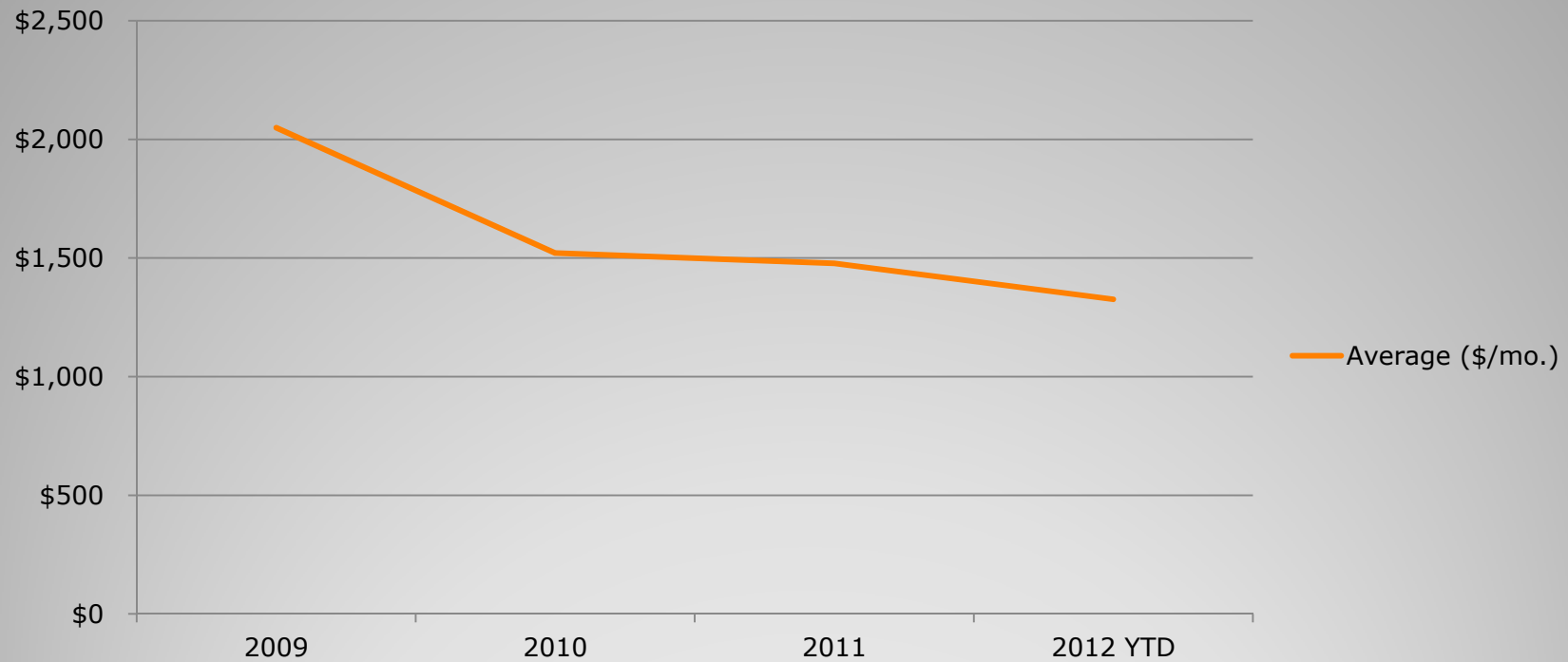


CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services

## Average (\$/mo.)



Source: Cornerstone Valuation Guam, Inc. Database

# Condo/Apt Rentals (Source MLS)



CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services



## Average (\$/mo.)



Source: Cornerstone Valuation Guam, Inc. Database

# SFD Rentals (Source MLS)

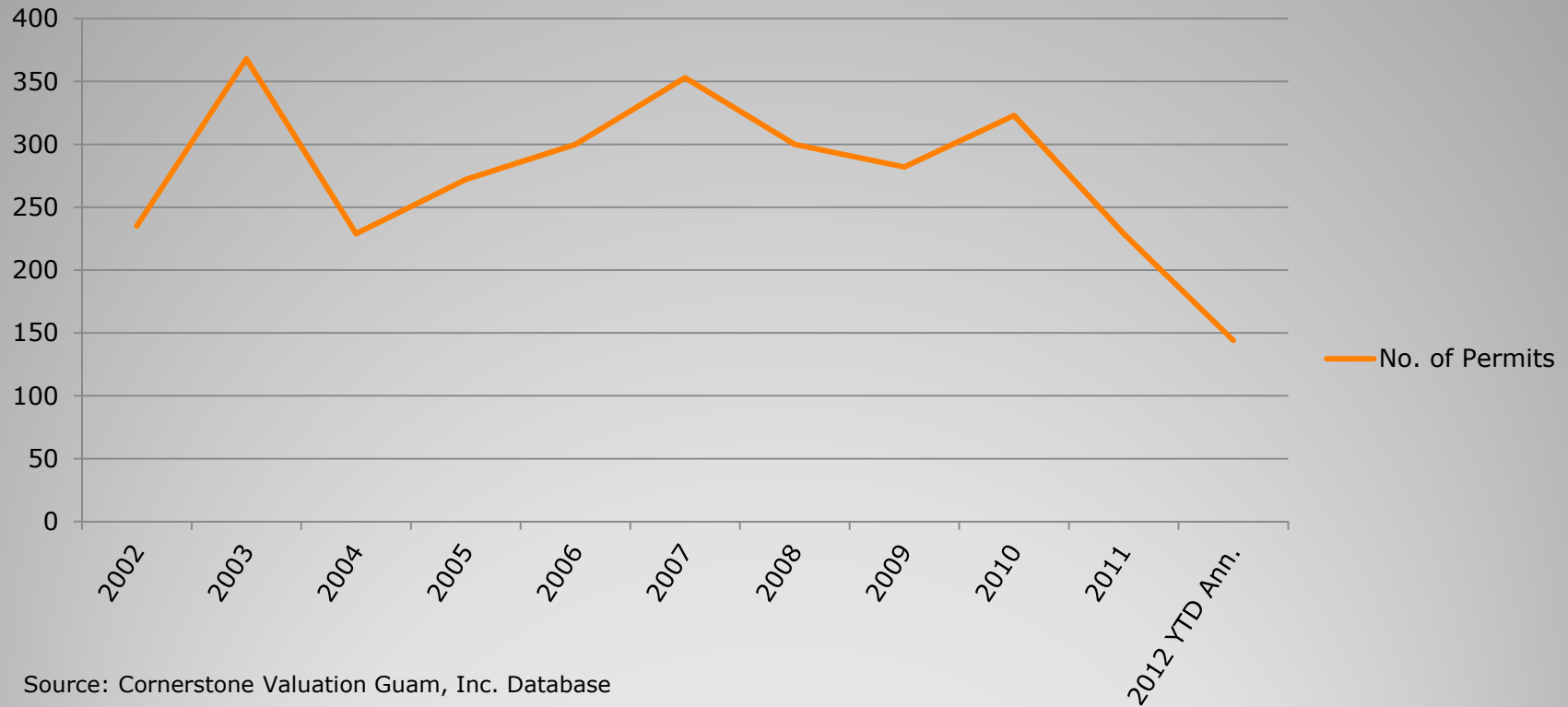


CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services

## Residential Construction Permits



# New SFD Building Permit



CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services

- No. of Residential Unit Available for Rent: 735
- No. of Residential Units Available for Sale: 597

**Current Supply – MLS Only**



CORNERSTONE VALUATION GUAM, INC.  
We Value

Real Estate Valuation & Advisory Services

- Empowerment: Importance of programs that encourage homeownerships
  - RD Loan
  - CAHAT
  - \$10,000 (up to) down payment assistance
  - USDA 2% loan
- Private apartment operators: they have been providing affordable housing:
  - Taitano Rentals, Tanota, Del Carmen
- Tax Credit Rental Projects: Ironwood. Other?
- More Private Projects: Sagan Bonita. Other?

## Points to Ponder



CORNERSTONE VALUATION GUAM, INC.  
We Value

Real Estate Valuation & Advisory Services

## Contact Information:

135 Murray Boulevard, Suite 203  
Casa Espana Building  
Hagåtña, Guam 96910

Phone: (671) 989-9288  
Fax: (671) 989-9287

[www.cornerstonevaluation.com](http://www.cornerstonevaluation.com)

# Cornerstone Valuation Guam, Inc.



CORNERSTONE VALUATION GUAM, INC.

We Value

Real Estate Valuation & Advisory Services