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By Honolulu Star-Advertiser Readers

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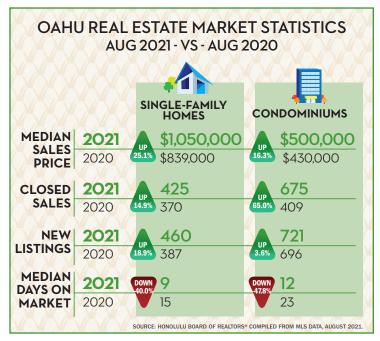
The key to our success is our team approach to real estate. Our team members provide us support so that you will have our individual attention to focus on your specific needs.

IT'S STILL A SELLERS' MARKET

The real estate market in Hawaii has maintained a frenzied pace, as evidenced by record high prices and record low inventory levels. The historically low interest rates combined with the federal aid that has been pumped into the economy to offset the expected negative impact of the COVID-19 virus has resulted in unprecedented buying power. Additionally, the fact that Hawaii has been looked upon as the ideal place to work in today's remote environment has increased the demand for Hawaii properties from offshore buyers.

It is definitely still a seller's market. How long will it last is the billion-dollar question. There appear to be plans for the new administration to implement fiscal and monetary policies to stem inflation and pay back the borrowed money that has been infused into the economy. If higher interest rates, increased taxes, and reduced tax benefits are part of our future, it should have a settling effect on the real estate market both on national and local levels. So, if you intend to sell your property within the next few years, now would not be a bad time to consider selling. Real estate prices cannot go up indefinitely.

For buyers, it has been a very difficult market. Multiple offers, often with sales prices well in excess of the list price, has been the norm in many Oahu neighborhoods. Take heart and do not give up. Just know that you may have to make several offers before one of your offers is accepted. There are some signs of the real estate market leveling out a bit, as the multiple offer situations do not appear to include quite as many offers. Once your offer is accepted, you will be able to take advantage of the historically low interest rates.



Of course, uncertainty lies with the reemergence of the COVID-19 virus in the form of the Delta variant and any other future variants and the impact it will have on national and local economies. I love the people of Hawaii and have full confidence that we will work together to do what is necessary to beat this virus. I can't wait until we can get together again without having to worry about social distancing. The real strength of Hawaii is in its people and how we care for each other. This virus certainly will not overcome the people of Hawaii. Aloha, Myron

AINA HAINA / HAWAII LOA / NIU VALLEY

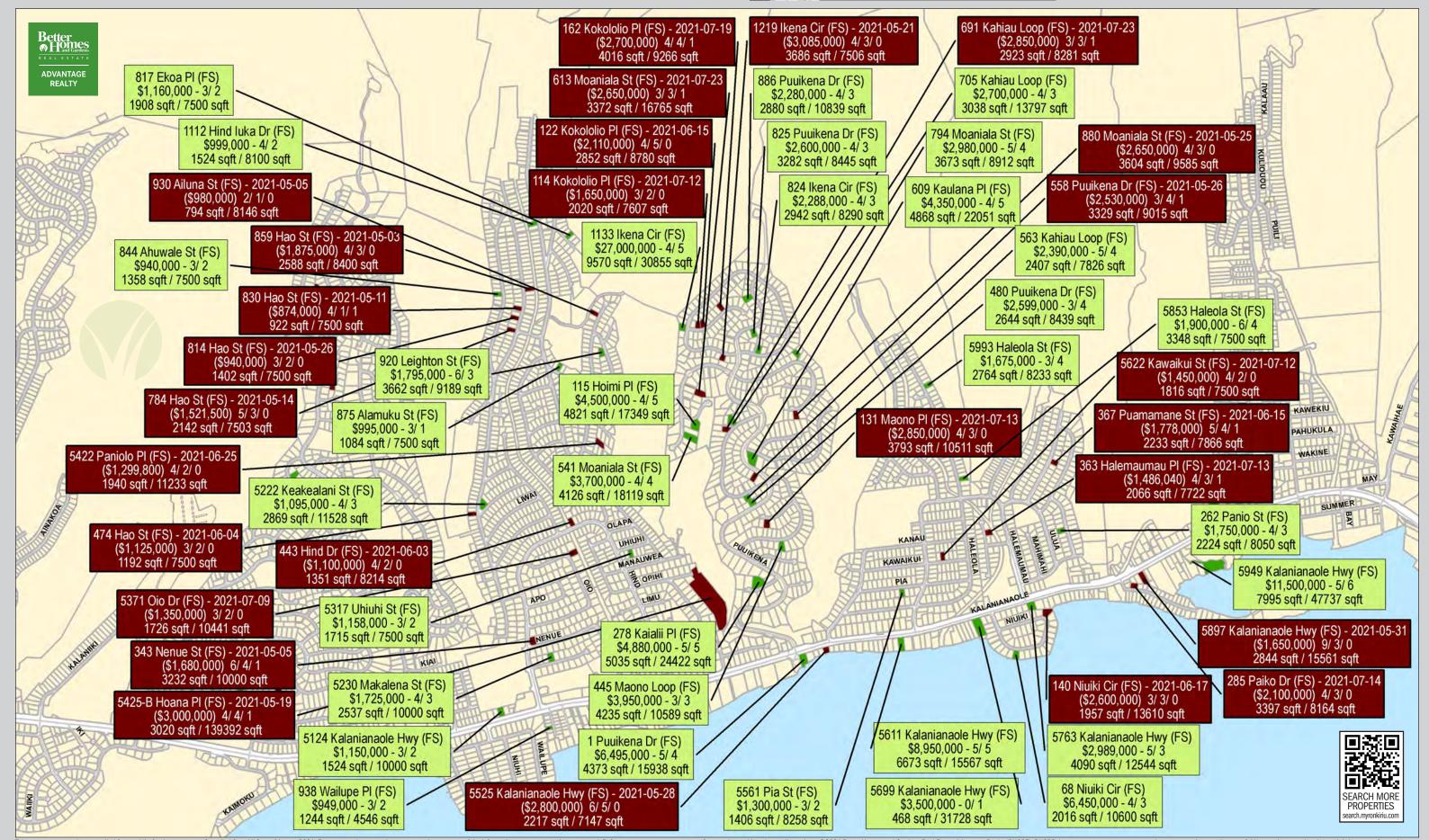
ACTIVE & SOLD PROPERTIES

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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

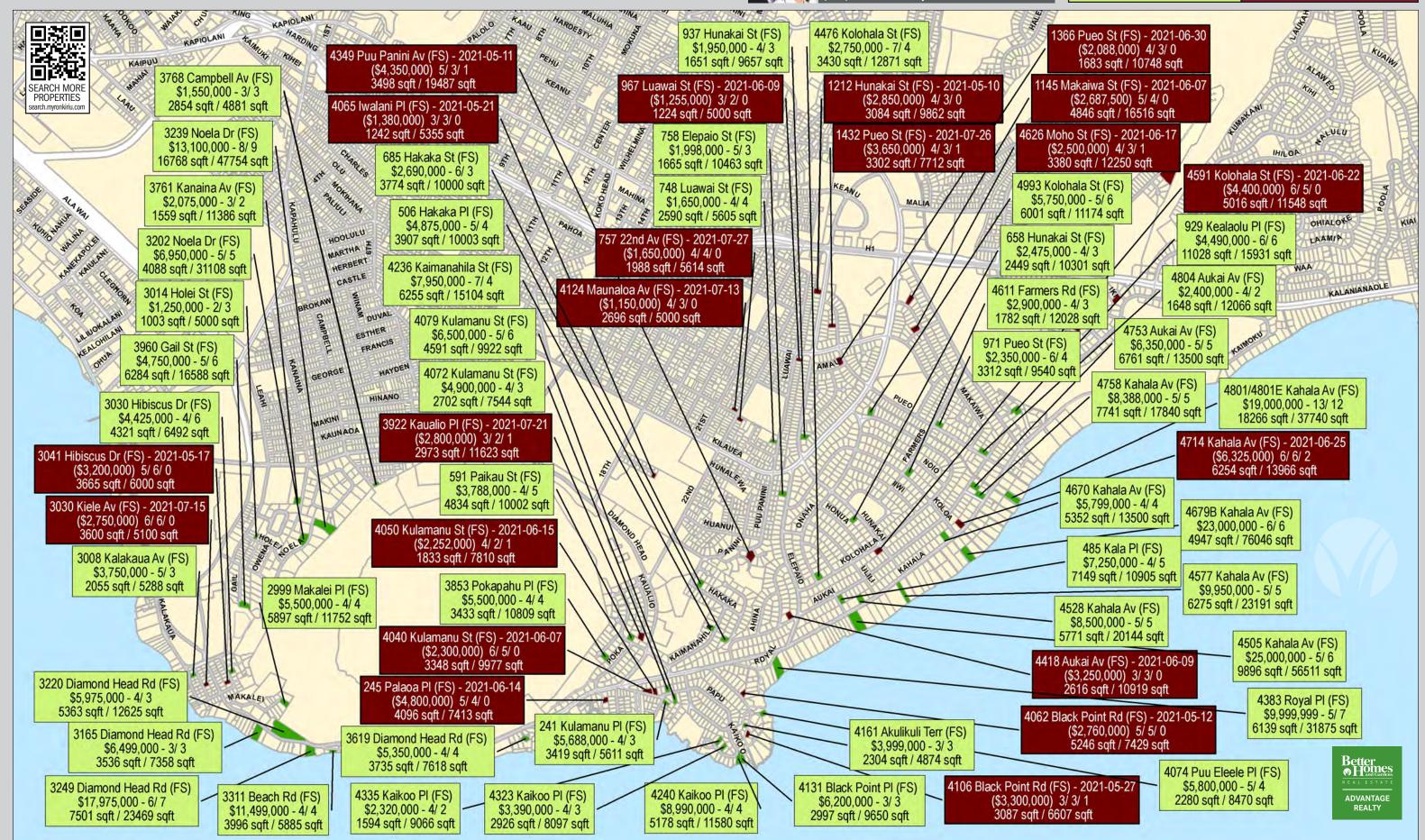
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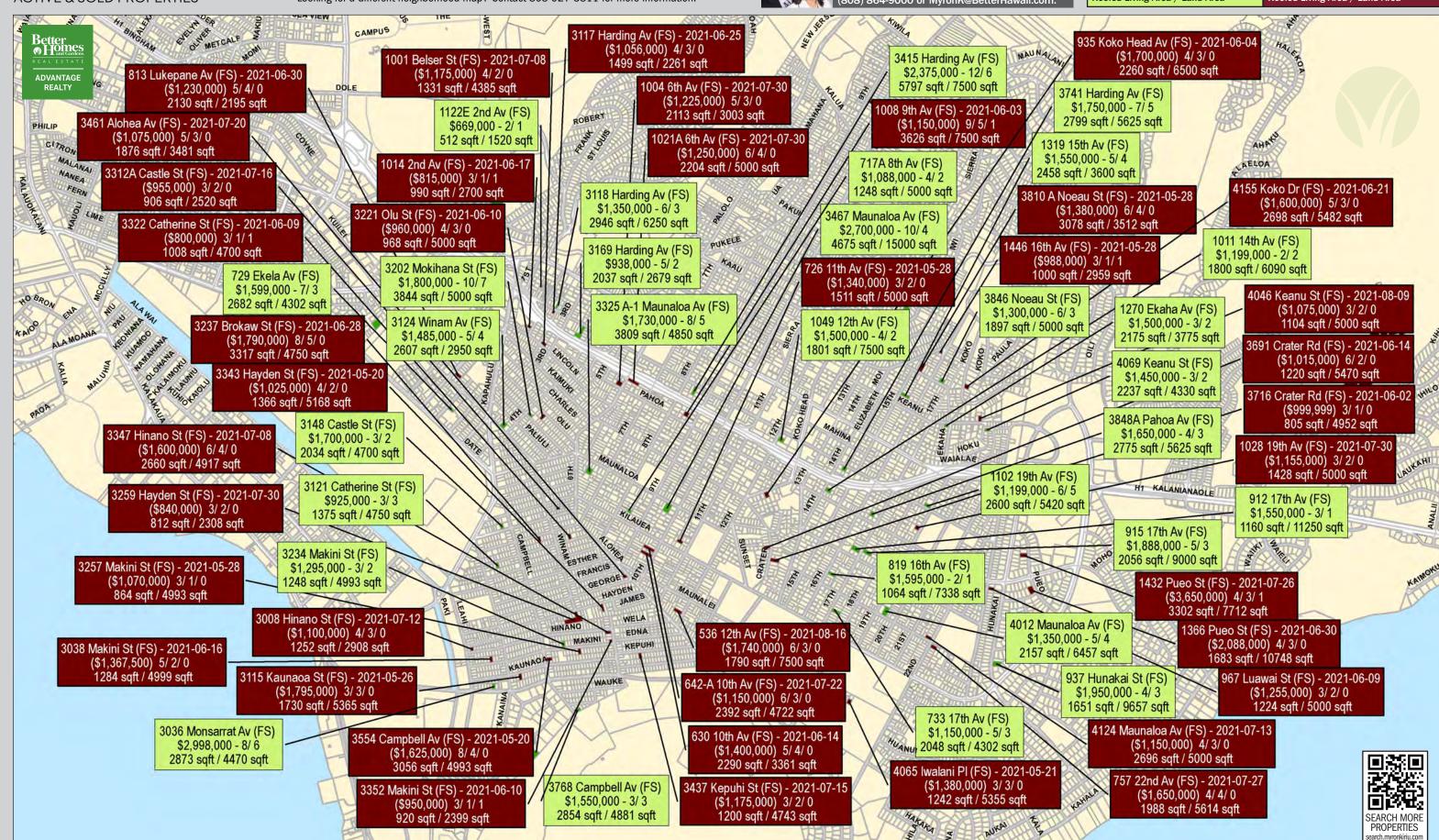


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KAPAHULU / PALOLO

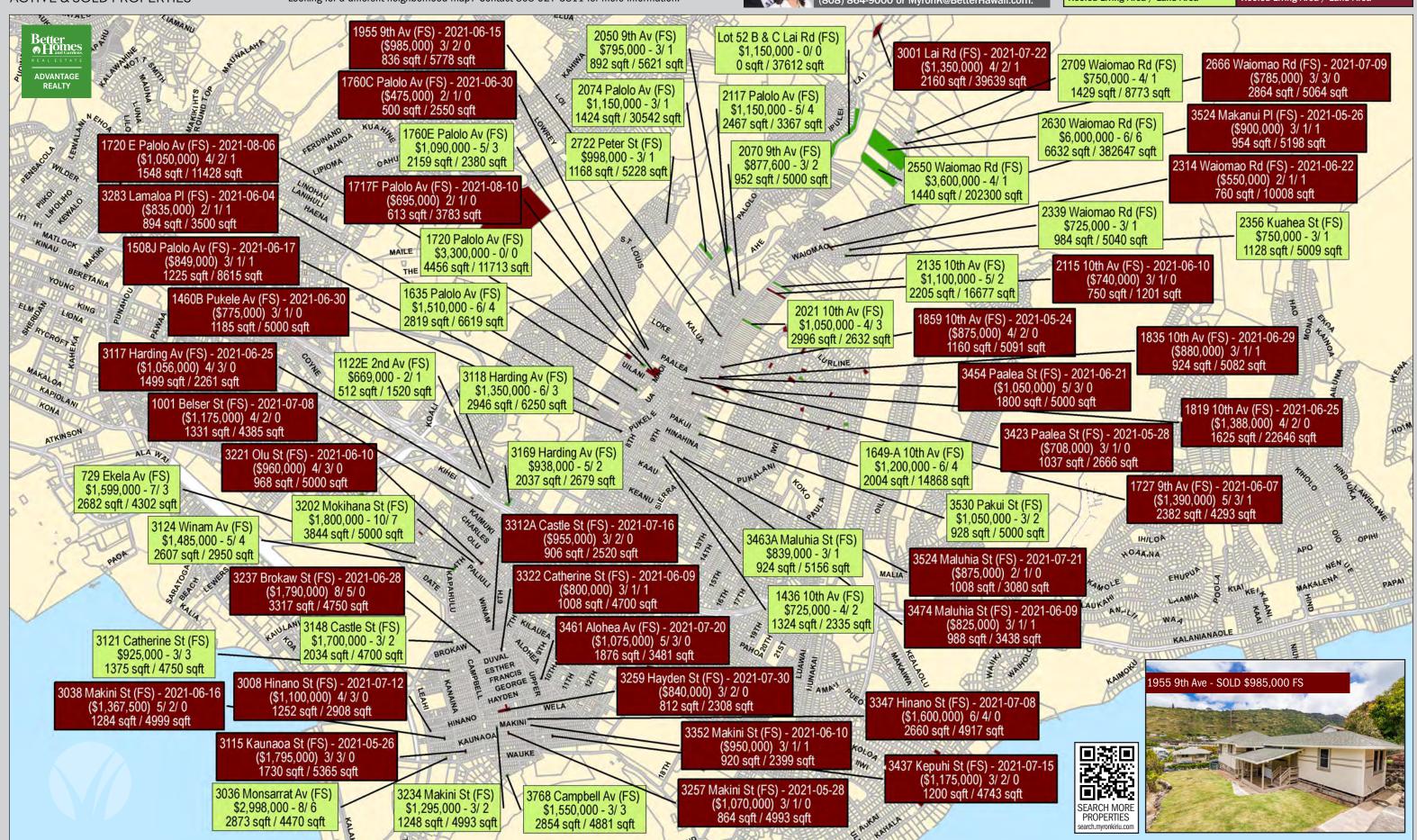
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KOKO HEAD TERRACE / KOKO KAI/PORTLOCK

ACTIVE & SOLD PROPERTIES

5989 sqft / 16703 sqft

60 Hanapepe Loop (FS)

\$14.500,000 - 6/5

6997 saft / 26246 saft

15 Hanapepe PI (FS)

\$3,650,000 - 4/4

3450 sqft / 19750 sqft

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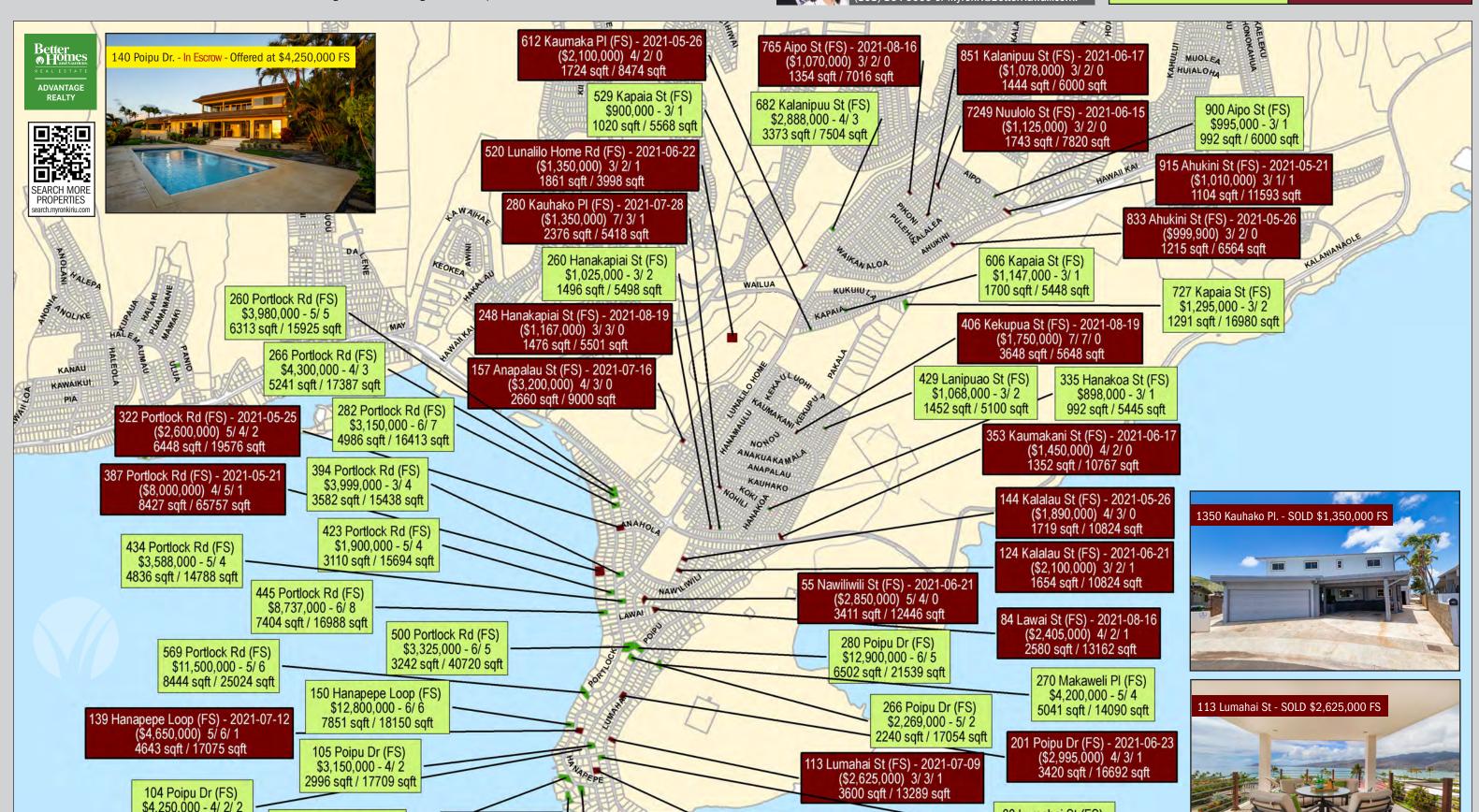
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88 Lumahai St (FS)

\$3,950,000 - 4/3

4552 sqft / 13325 sqft

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



63 Poipu Dr (FS) - 2021-07-19

(\$2,832,545) 3/2/1

2969 saft / 18288 saf

42 Hanapepe Loop (FS)

\$2,880,000 - 4/3

2907 saft / 20901 saft

MAKIKI HEIGHTS / NUUANU

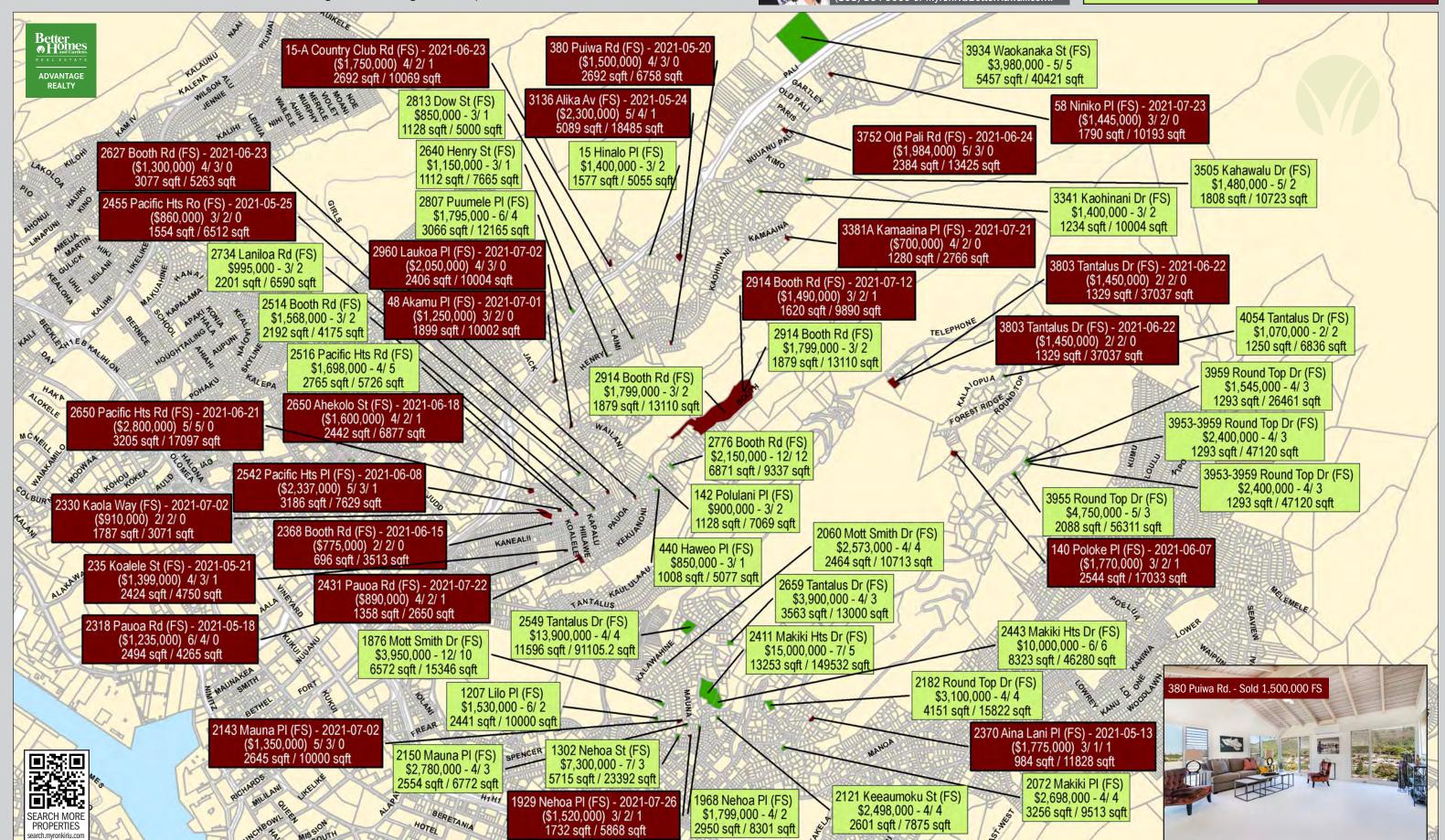
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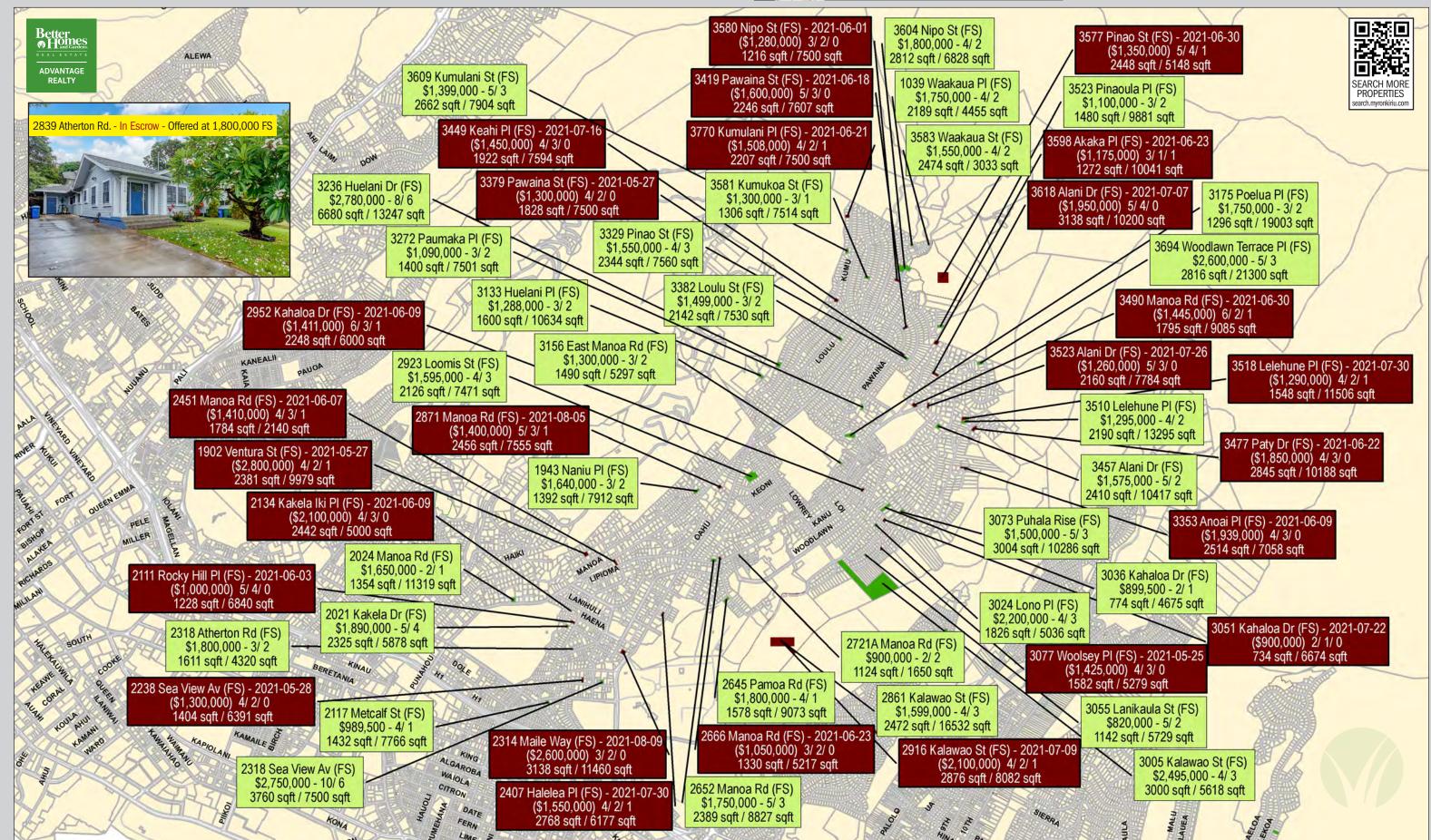
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MARINER'S RIDGE / WEST MARINA / HAHAIONE

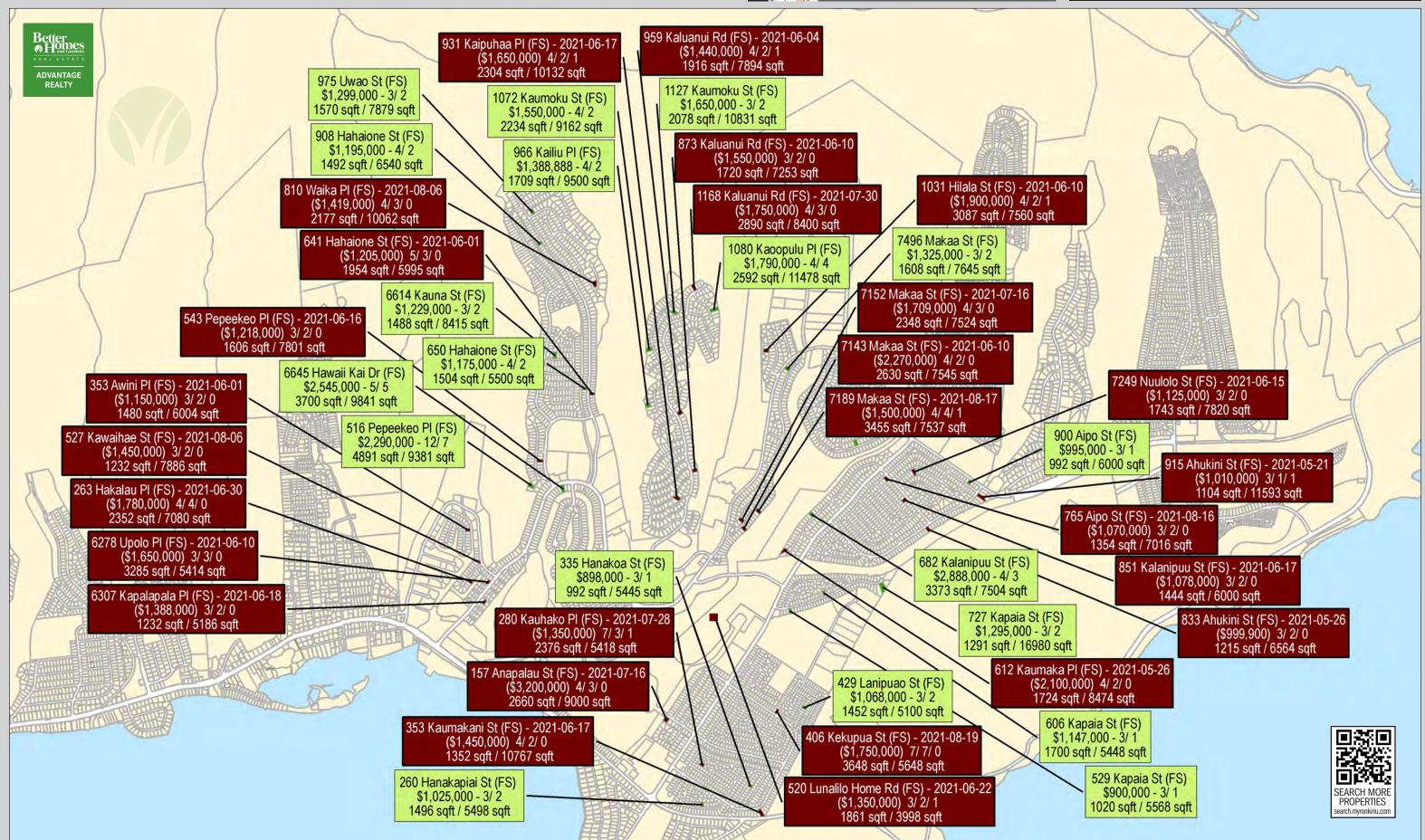
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MARINER'S COVE / KALAMA VALLEY

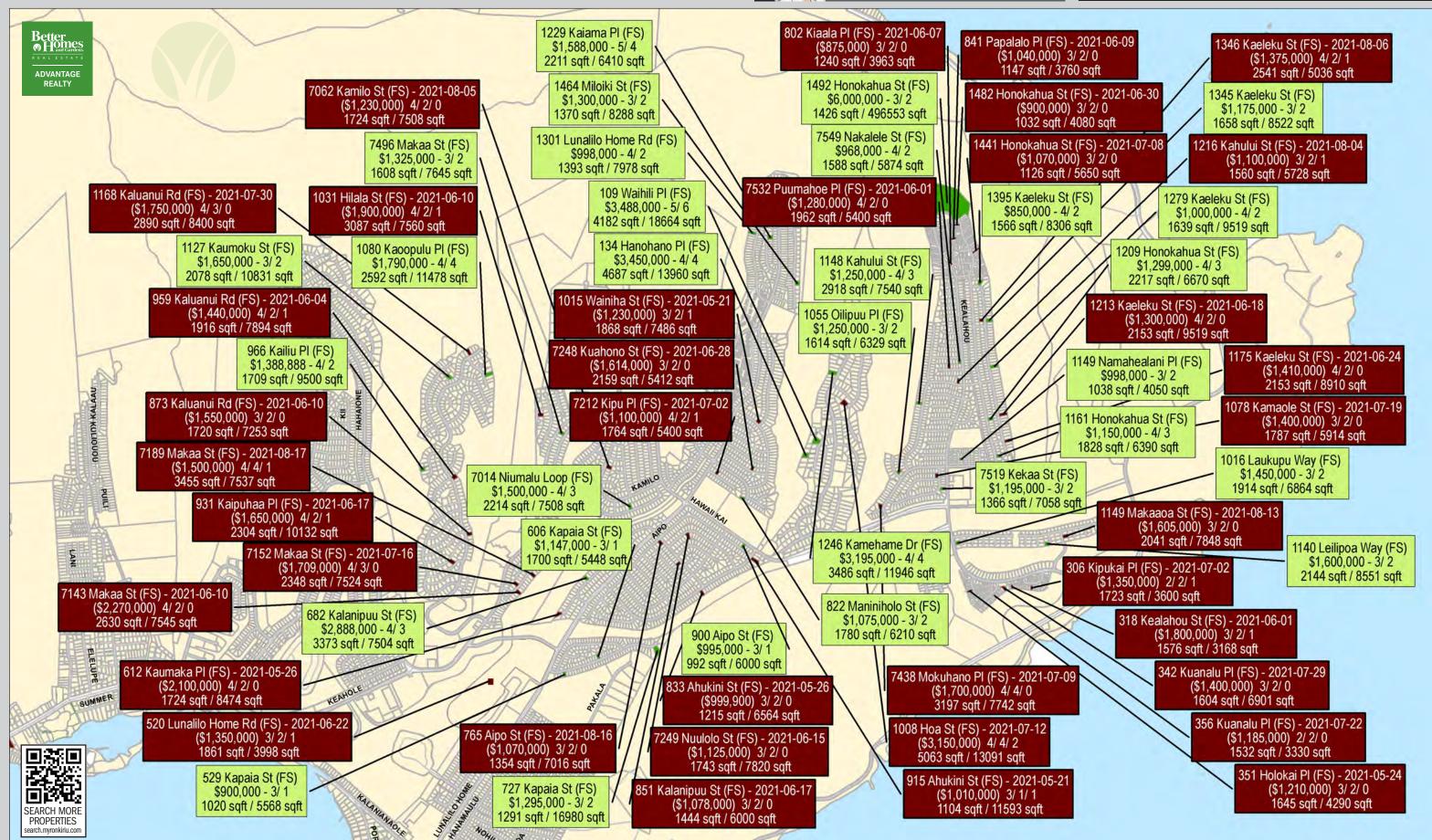
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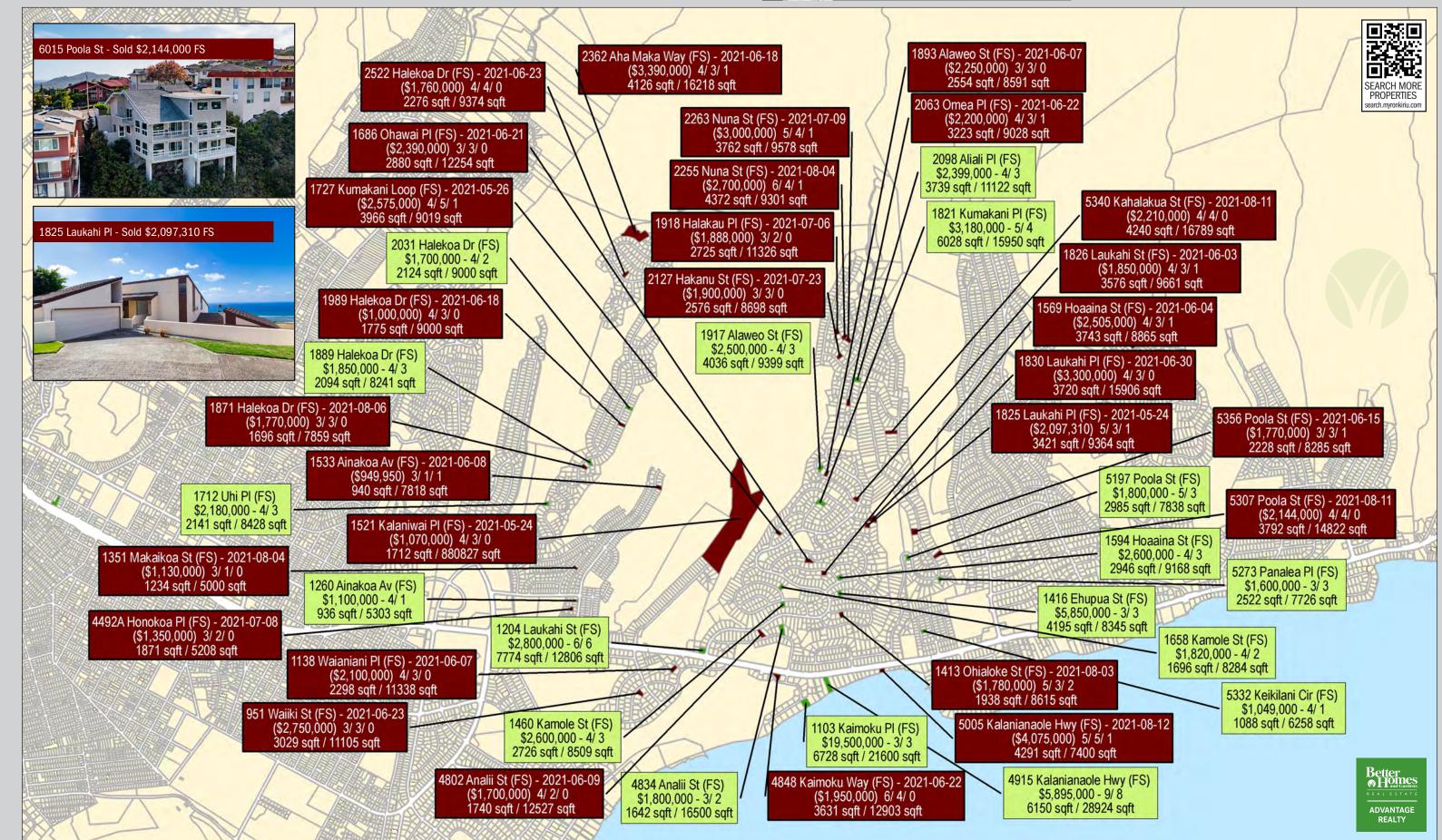
WAIALAE IKI / WAIALAE NUI

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WAILUPE / KULIOUOU / KALANIANAOLE HWY

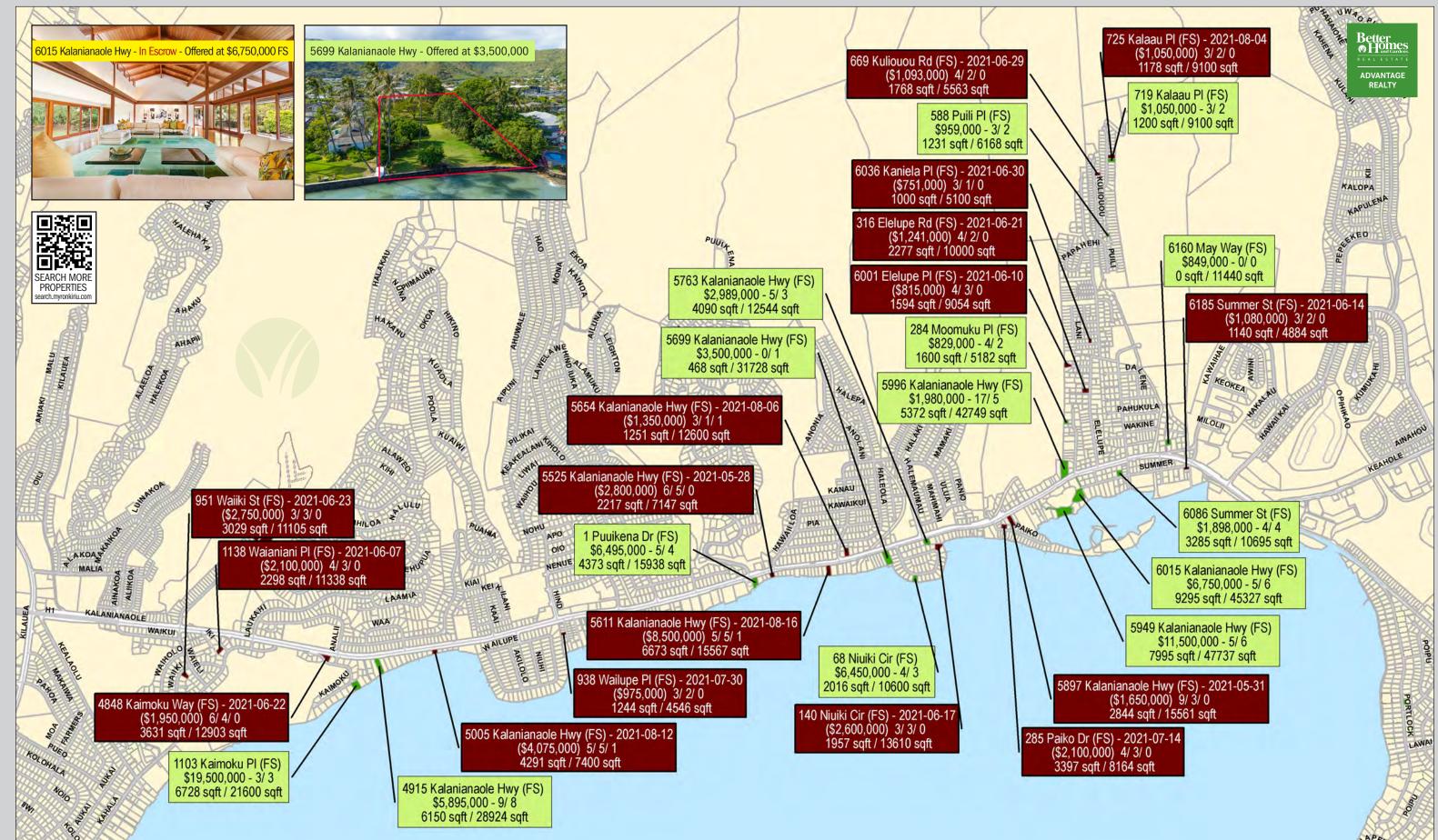
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WILHELMINA / ST. LOUIS HEIGHTS

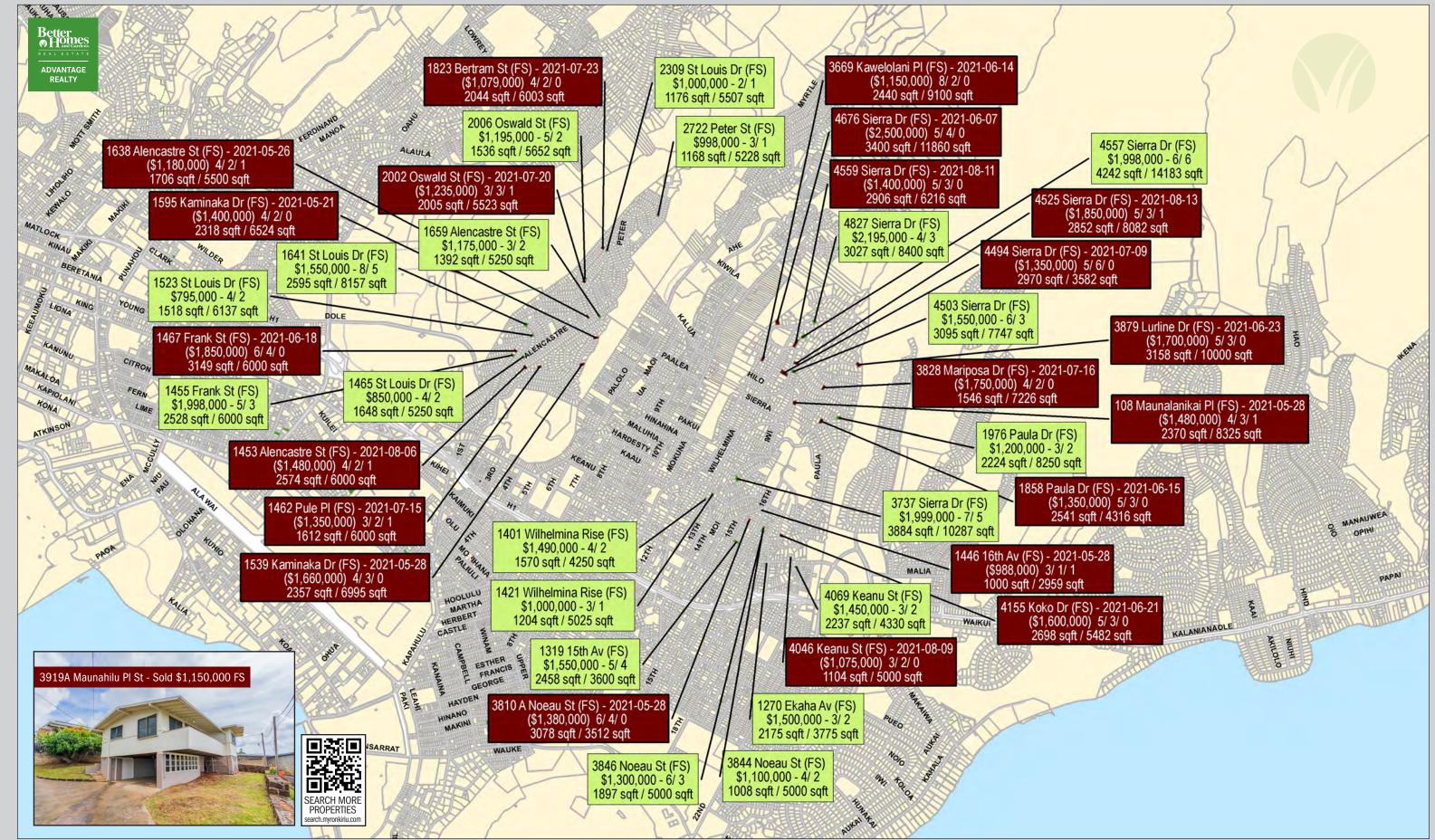
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