



CORNERSTONE VALUATION GUAM, INC.

We Value

REAL ESTATE MARKET UPDATE – APRIL 2017

SISKA S. HUTAPEA, MAI, MRICS, MRE
CORNERSTONE VALUATION GUAM, INC.
PRESIDENT

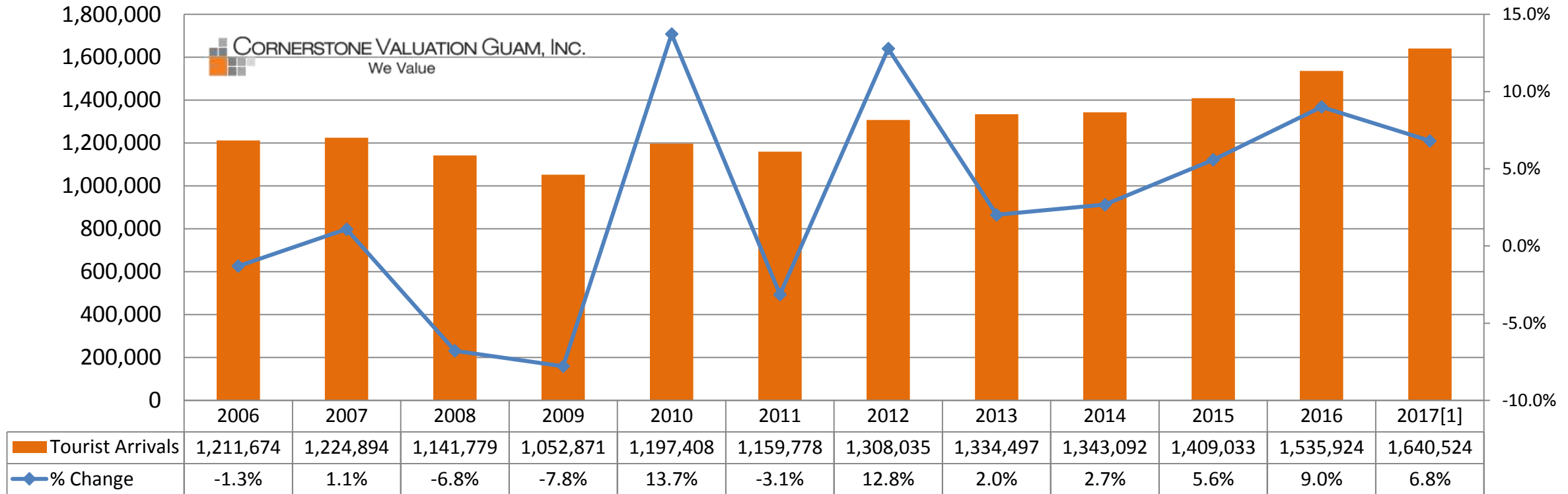
Agenda

- Brief Economic Update
- 2016 - 2017 YTD Market Activity
- Recent Trends
- Notable Sales

Brief Economic Updates



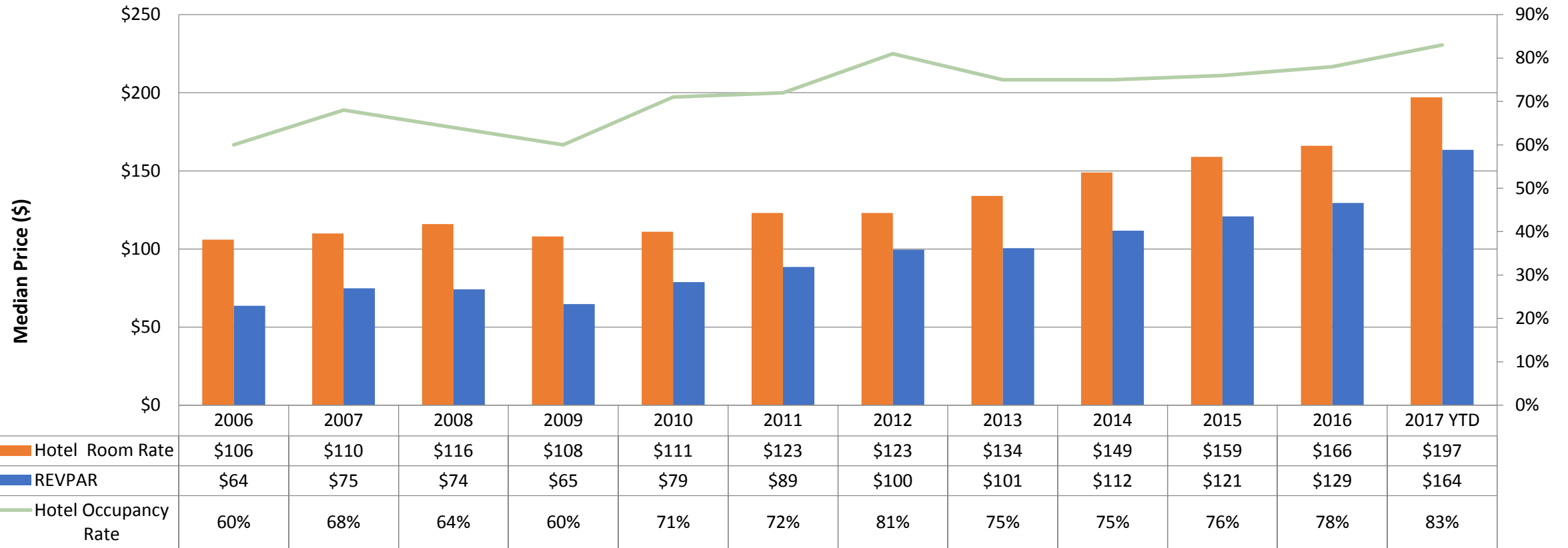
Tourist Arrivals



Source: Guam Economic Development Authority

[1] Based on 2017 Annualized data through March (3 months).

GHRA Room Rate, REVPAR, Occupancy Level

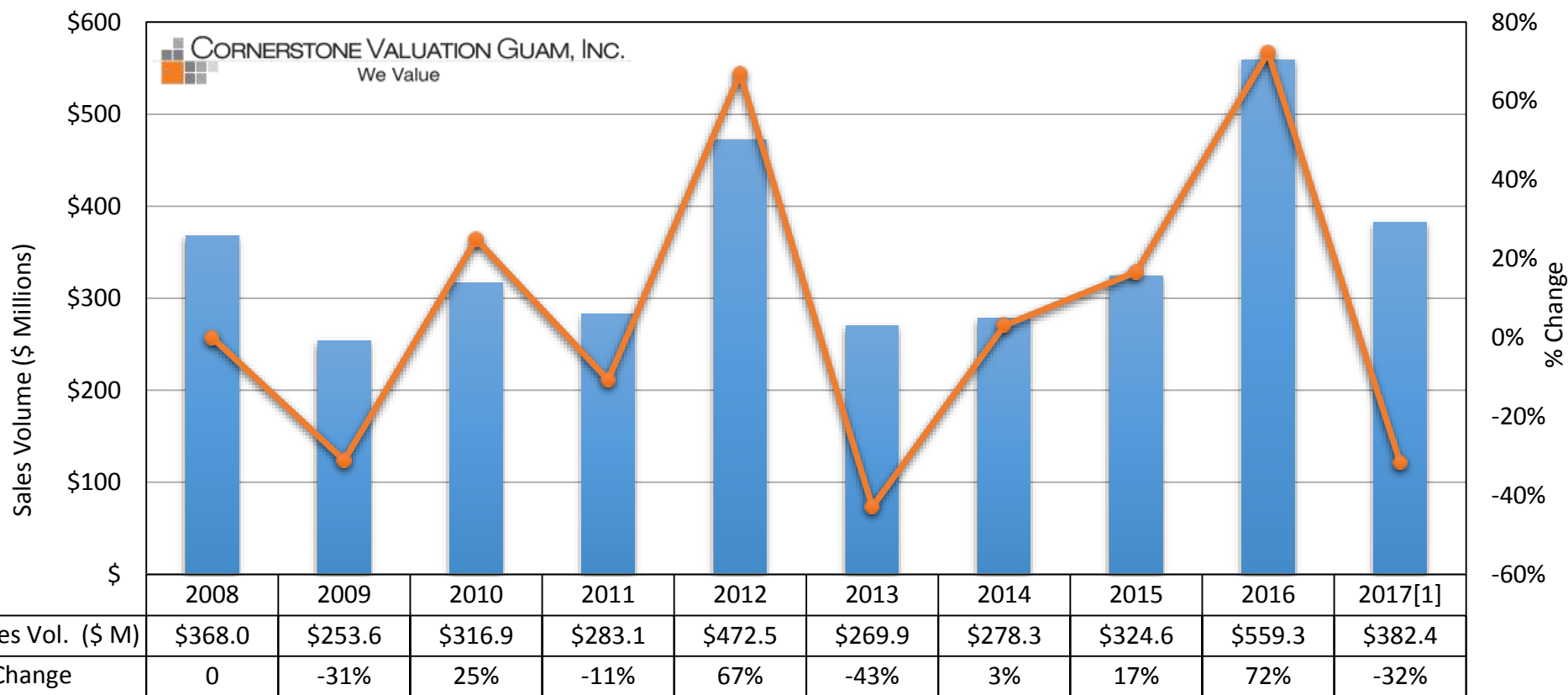


[1] 2017 YTD includes available data through February 2017.

Source: Guam Restaurant and Hotel Association (GHRA)

Guam Real Estate Sales – Sales Volume by Year (\$M)

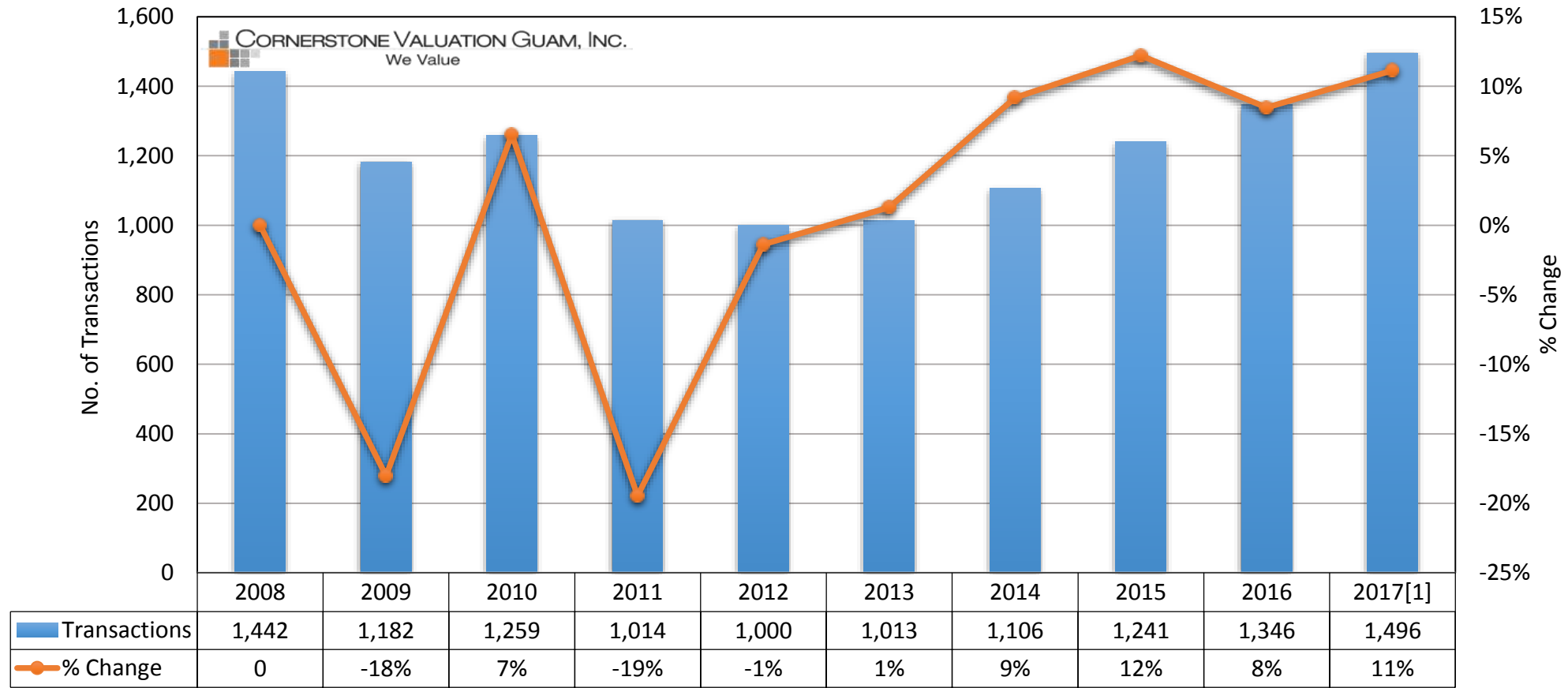
Cornerstone Valuation Guam, Inc. Database; All rights reserved.



[1] Based on 2017 Annualized through March (3 months).

Guam Real Estate Sales – Number of Sales by Year

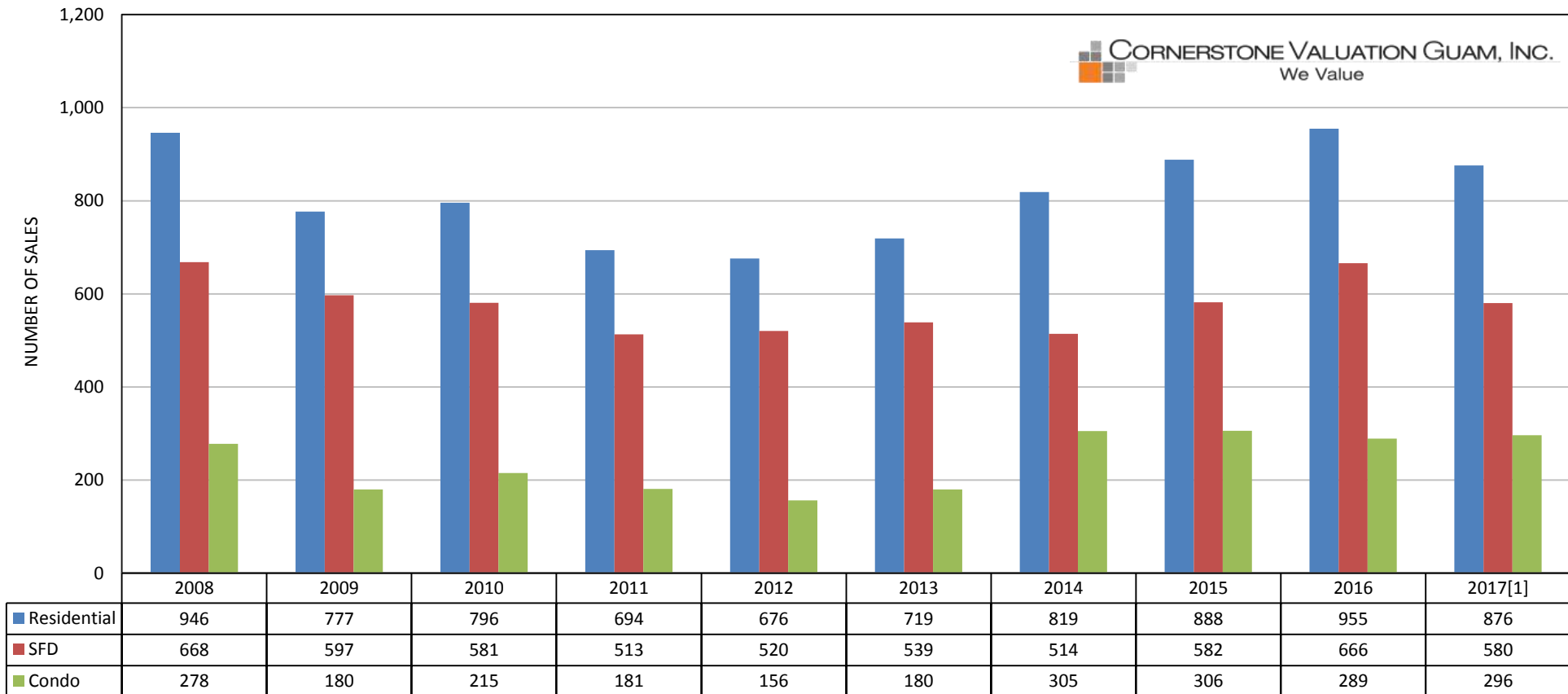
Cornerstone Valuation Guam, Inc. Database; All rights reserved.



[1] Based on 2017 Annualized through March (3 months).

Guam Residential No. of Transactions

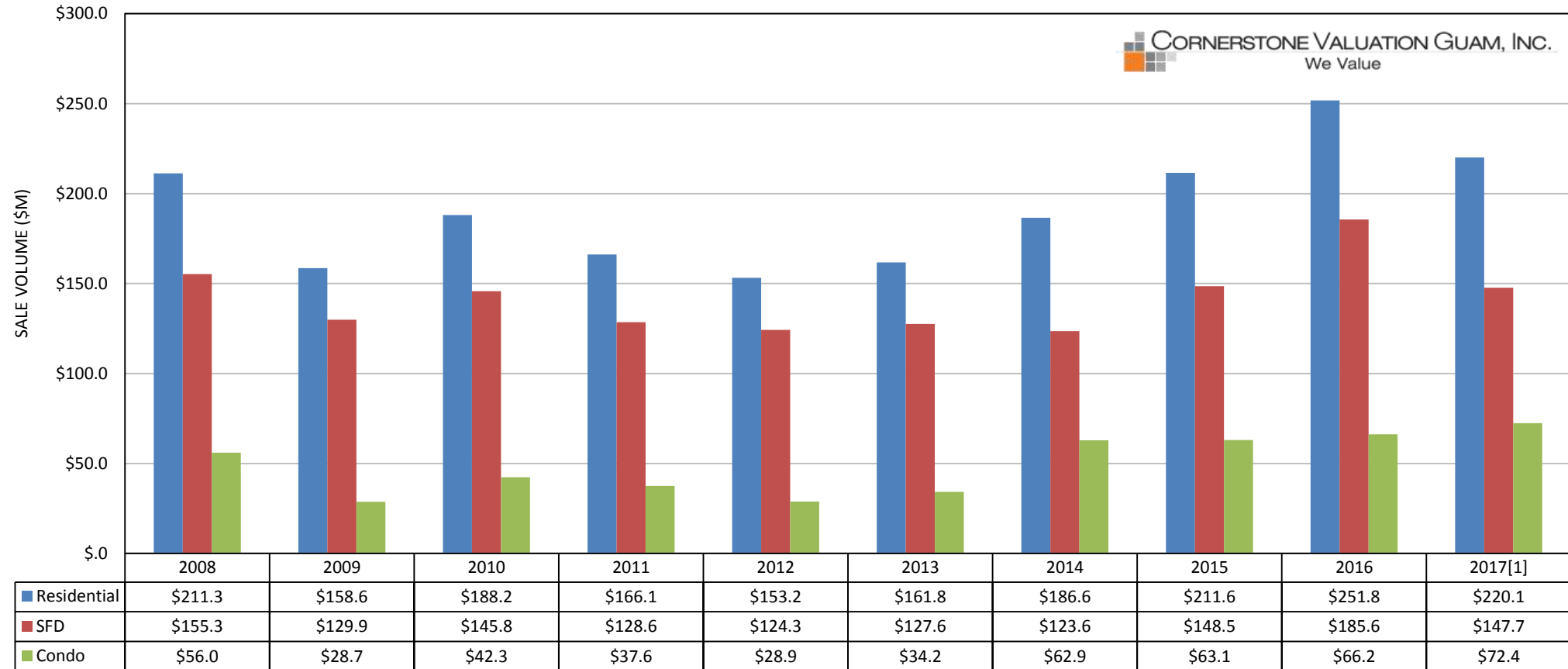
Cornerstone Valuation Guam, Inc. Database; All rights reserved.



[1] Based on 2017 Annualized data through March (3 Months).

Guam Residential Sales Volume (\$M)

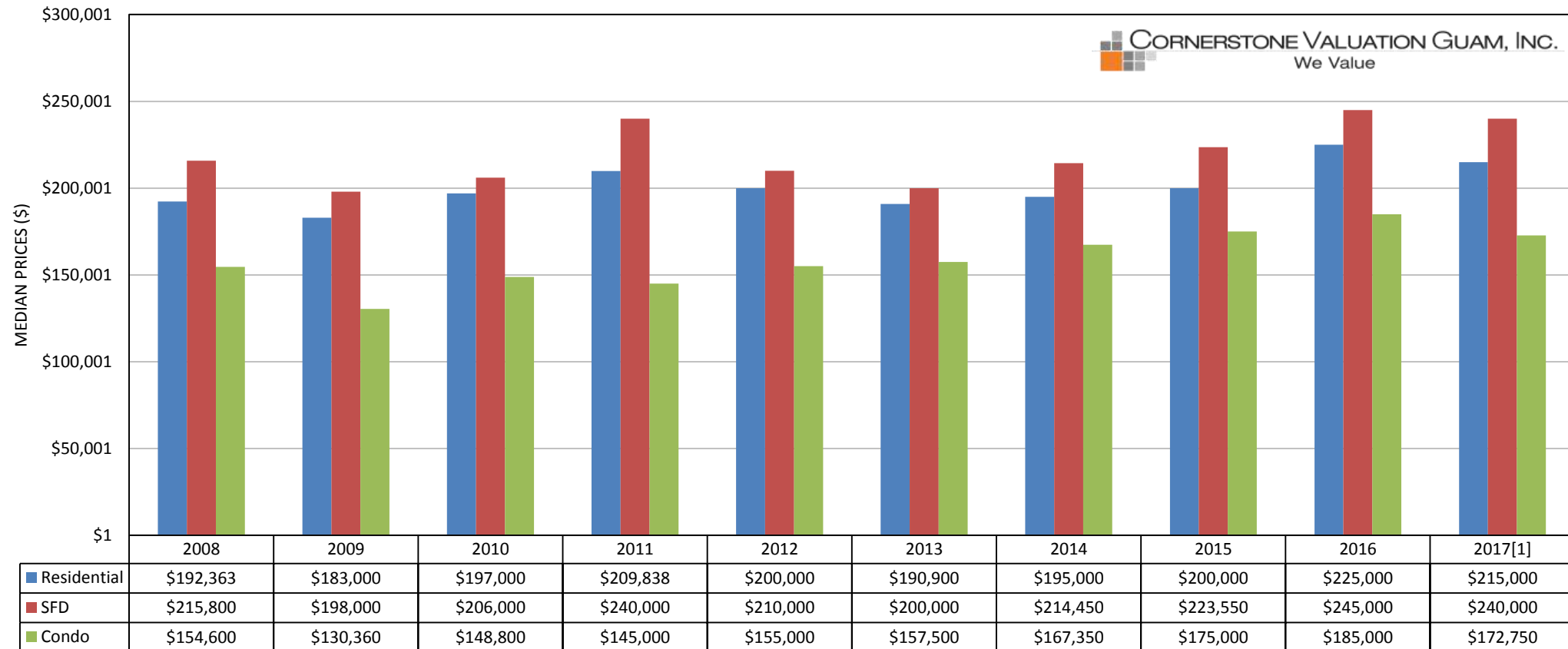
Cornerstone Valuation Guam, Inc. Database; All rights reserved.



[1] Based on 2017 Annualized data through March (3 Months).

Guam Residential Median Prices(\$)

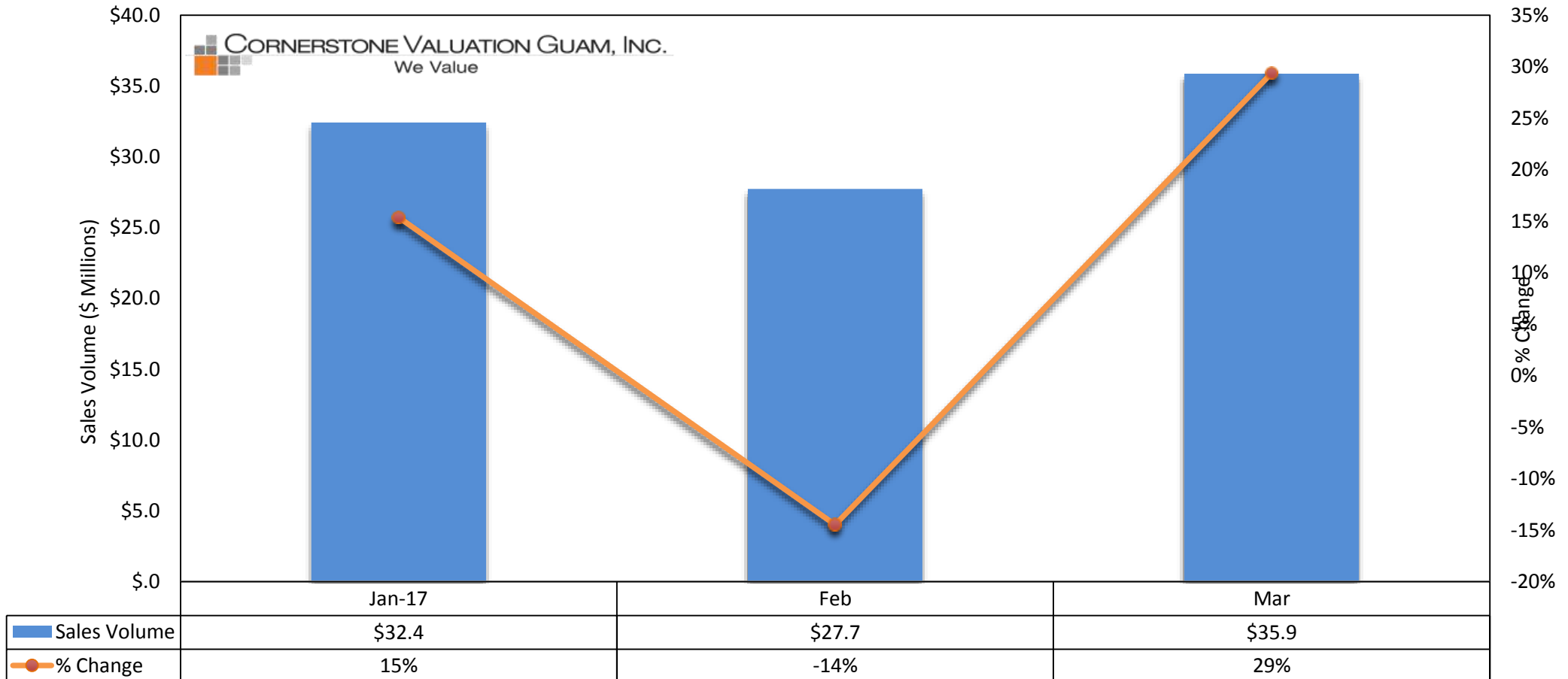
Cornerstone Valuation Guam, Inc. Database; All rights reserved.



[1] Reflects 2017 YTD data through March (3 Months).

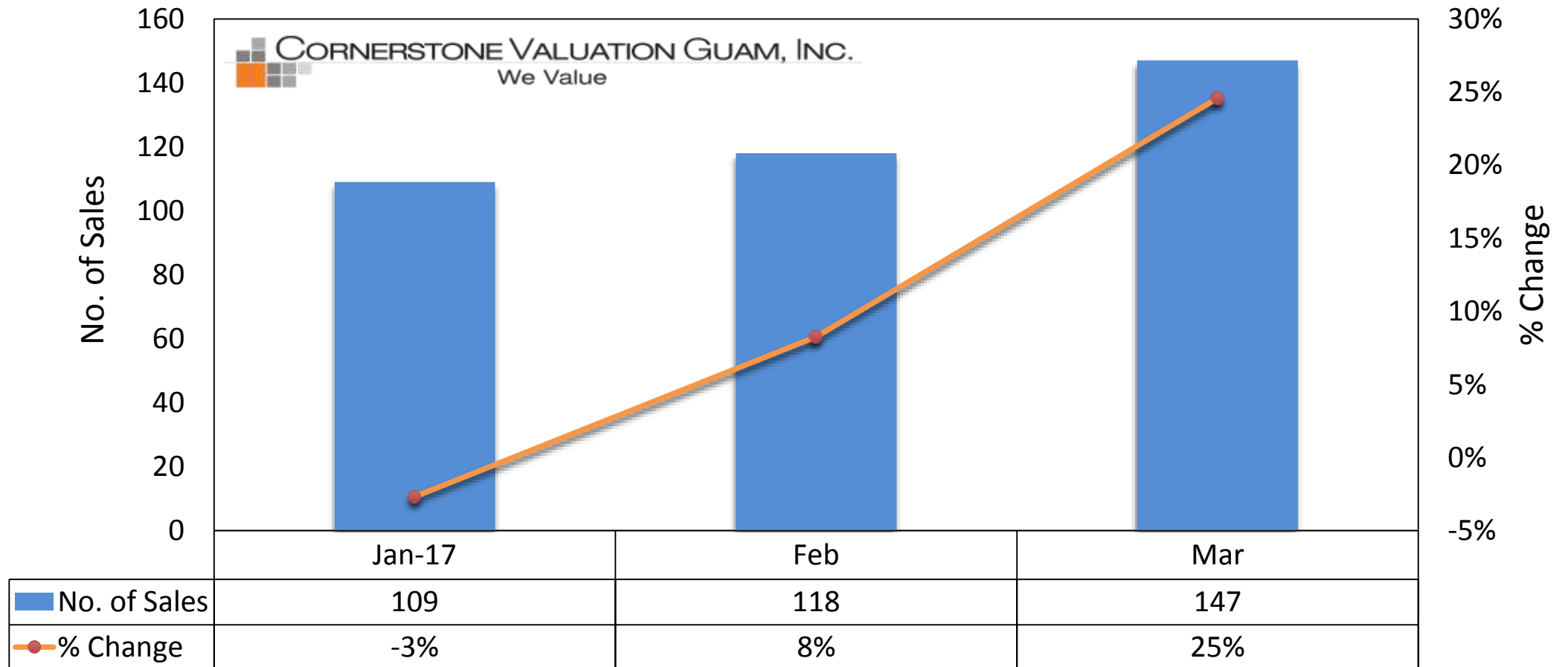
2017 YTD Guam Real Estate Sales Sales Volume by Month

Cornerstone Valuation Guam, Inc. Database; All rights reserved.



2017 YTD Guam Real Estate Sales No. of Sales by Month

Cornerstone Valuation Guam, Inc. Database; All rights reserved.

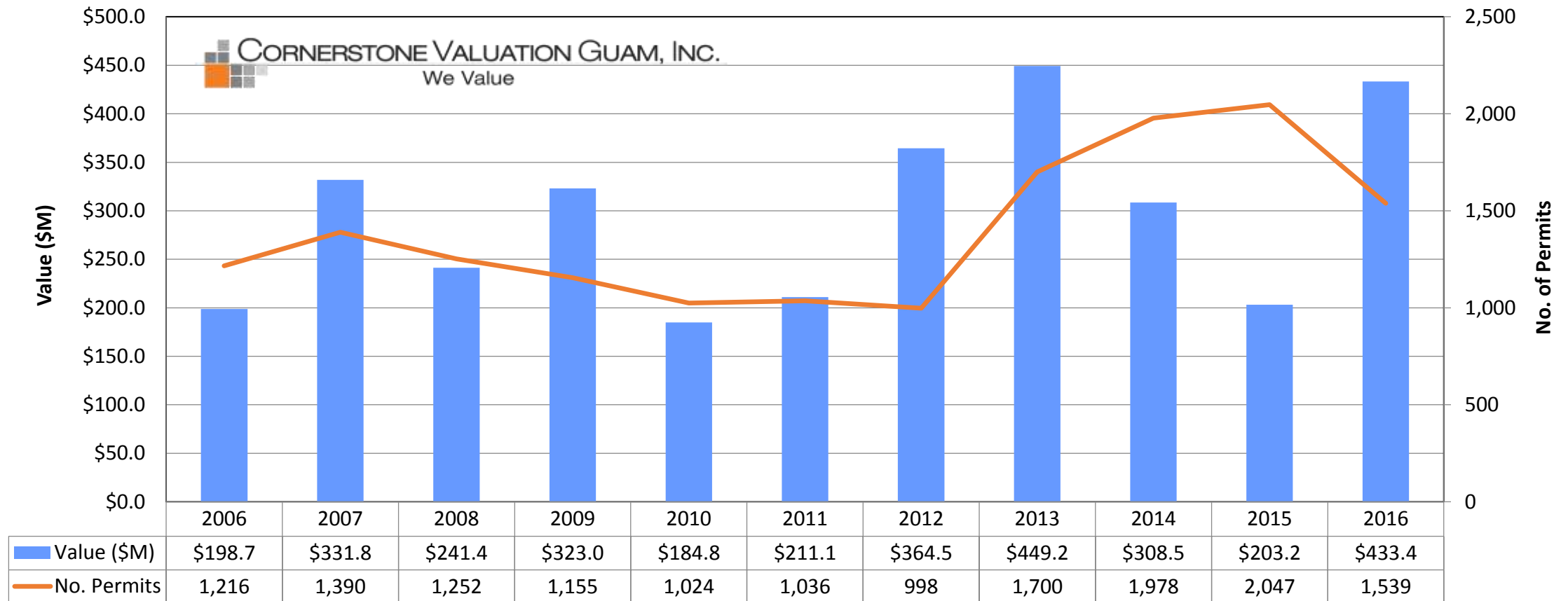


Recent Trends

Recent Trends

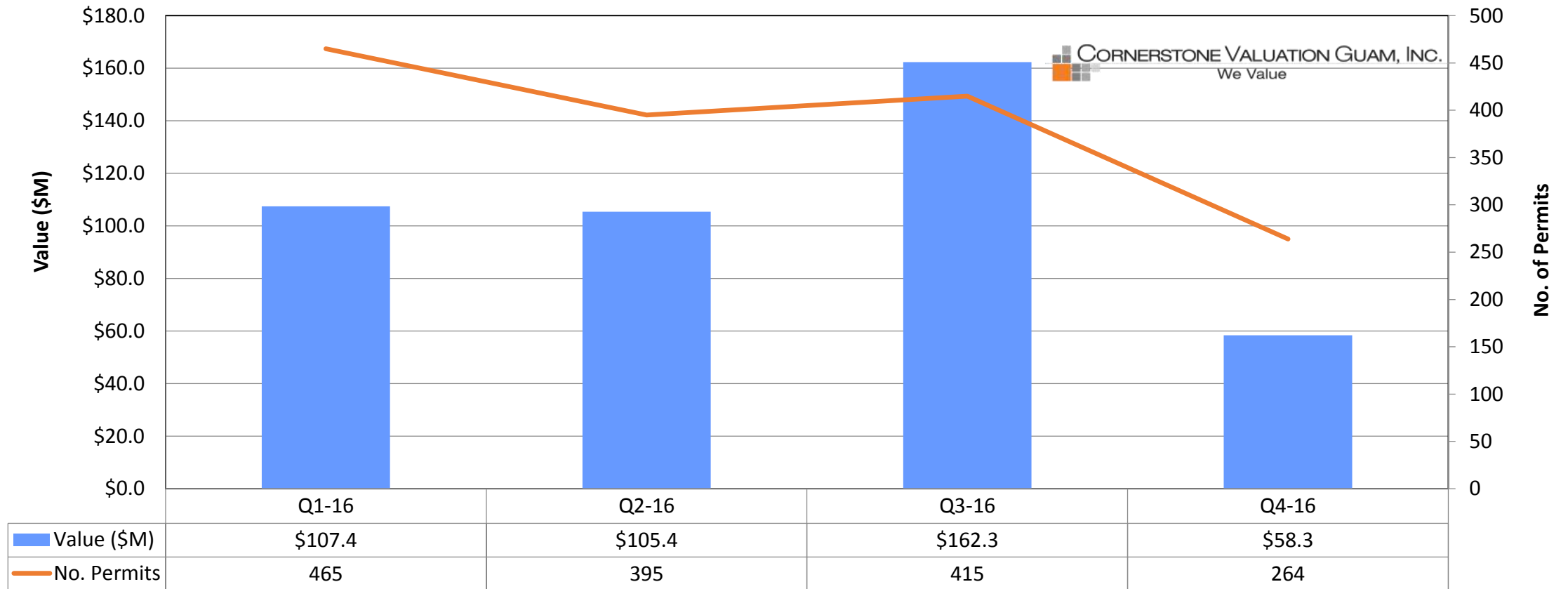
- H2 Workers Debacle: Extremely low approval rate since 2016
 - Delay in civilian construction
 - Increased construction cost
 - Feasibility Rent (or Non Existence of it)
 - Impact on Real Estate
- Political Status of Guam – The need for Economic Analysis
- Trump Tax Reform and what it means to Guam

2006 – 2016 Guam Construction Permits



Source: Department of Public Works, Government of Guam

2016 Quarterly Guam Construction Permits



Source: Department of Public Works, Government of Guam

Notable Recent Sales

2017 Notable Sales



Royal Cargo Warehouse
\$1.8 million – 20,832 sf (\$86/sf)



Commercial Plumbing Warehouse
\$8.25 million – 48,000 sf (\$172/sf)

2017 Notable Sales



Two-story Commercial/Multi-Family
Dwelling
\$730,000 – 5,131 sf (\$142/sf)



Yang Apartments
\$1.25M – 25 Units (\$50,000/per unit)

2017 Notable Sales



**JED Apartments NCS
\$490,000 – 8 units (\$61,250 per unit)**



**JED Apartments Ypao
\$1.12M – 10 Units (\$111,800 per unit)**

Notable Sales Q1 2017



Waterfield Hale Apartments
\$980,000– 14 units (\$70,000/ per units)



Santa Rita Land
\$2.2M– 70,613sm (\$31/sm)

Notable Sales Q1 2017



Route 16 Vacant Land
\$370,000 – 810 sm (\$457/sm)



Yigo Route 1 Vacant Land
\$715,000 – 4,088 sm (\$175/sm)



CORNERSTONE VALUATION GUAM, INC.

We Value



Contact Information:

710 W. Marine Corps Drive
Bell Tower, Suite 203
Hagåtña, Guam 96910

Phone: (671) 989-9288

Fax: (671) 989-9287

Email: siska@cornerstonevaluation.com

www.cornerstonevaluation.com