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GUAM REAL ESTATE MARKET OUTLOOK 2023

STATE OF GUAM REAL ESTATE INDUSTRY

- Two Guam Economic Pillars – The Dichotomy
 - Military
 - Tourism
- 2022 Summary of Real Estate Activity
 - Sales Volume
 - Residential Activity
 - Notable Transactions
 - Lending Activity
- 2023 Outlook



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Construction Locations



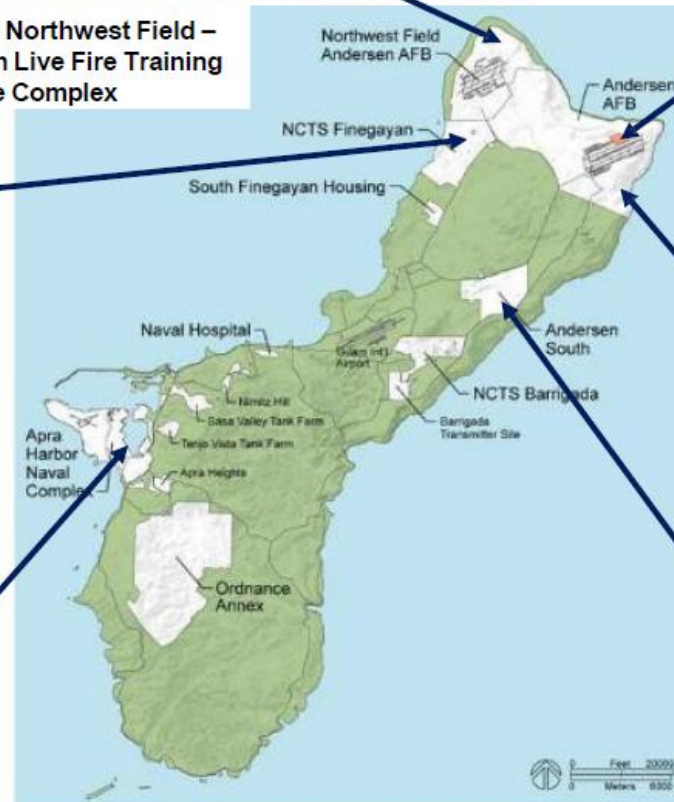
**AAFB Northwest Field –
Mason Live Fire Training
Range Complex**



USMC ACE Ramp at Andersen



**MCB Camp Blaz – Main
Cantonment at Finegayan**



Family Housing at Andersen AFB



**Apra Harbor
USMC Sea Embarkation**

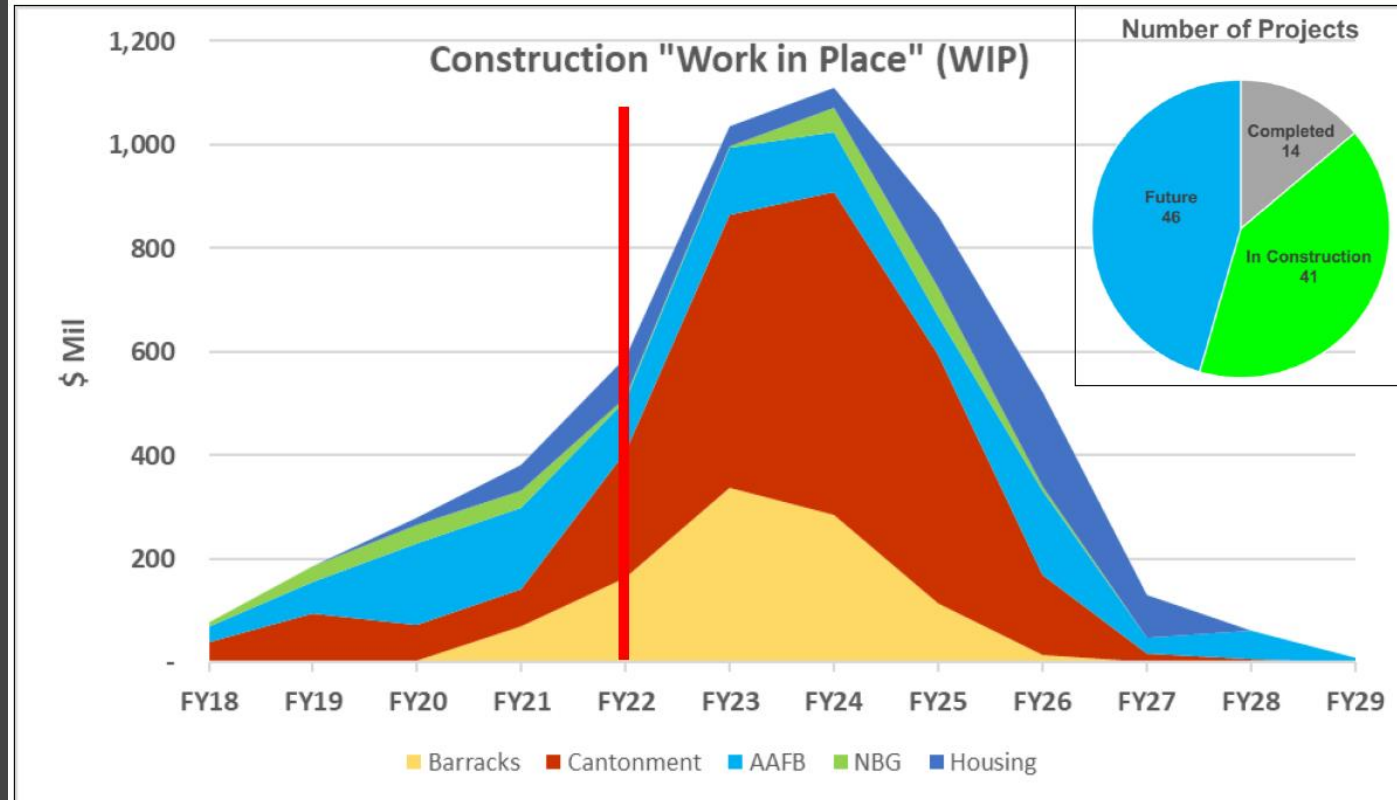


**AAFB South – Skaggs Urban Combat
Training Complex**

MILITARY CONSTRUCTION ACTIVITY ON GUAM



Status of Construction



UNCLASSIFIED

3



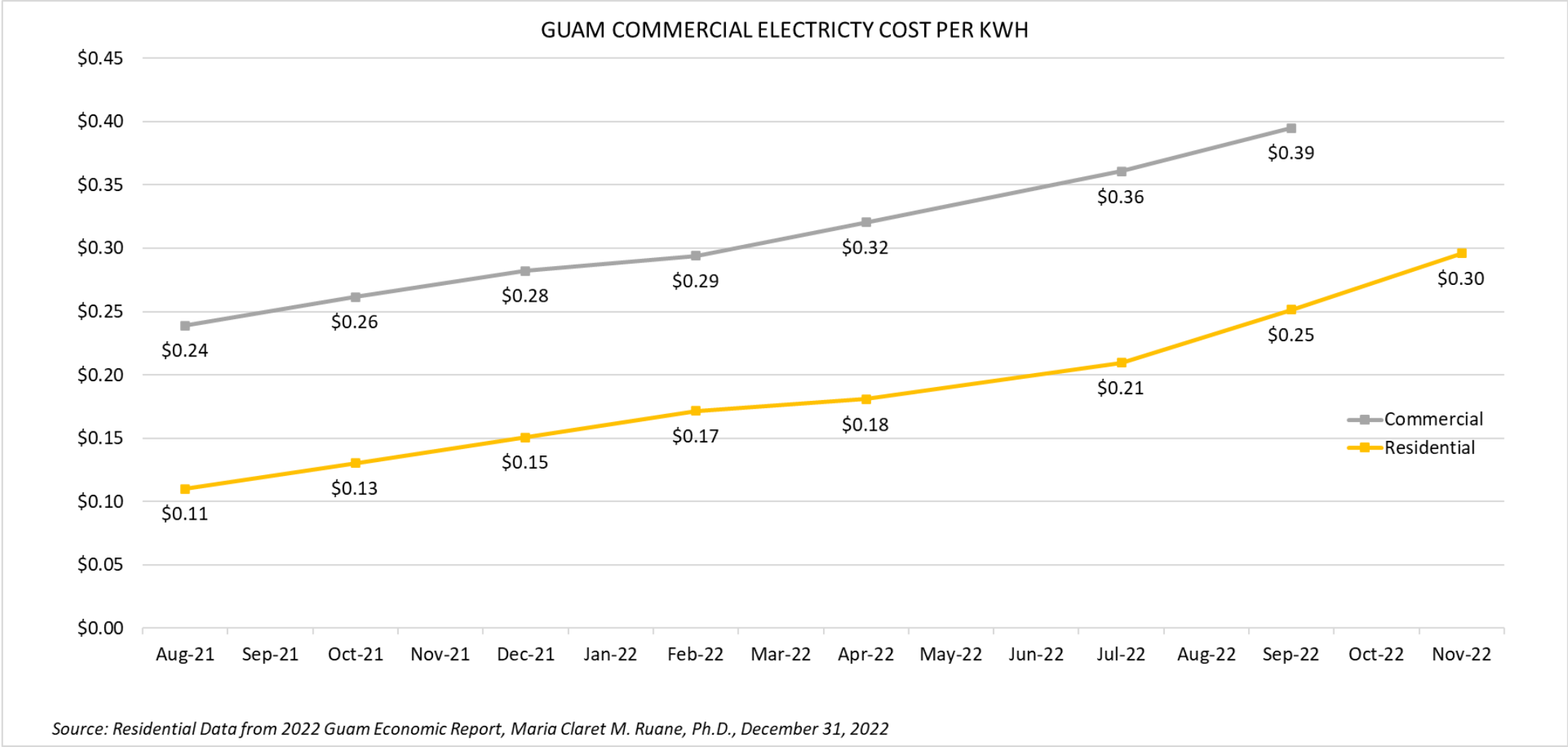
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TOURISM RELATED REAL ESTATE

- Gross Revenue Significantly Below Pre Pandemic
- Power Cost Skyrocketing
- Labor Issues
- Improvements of Product Quality and Delivery

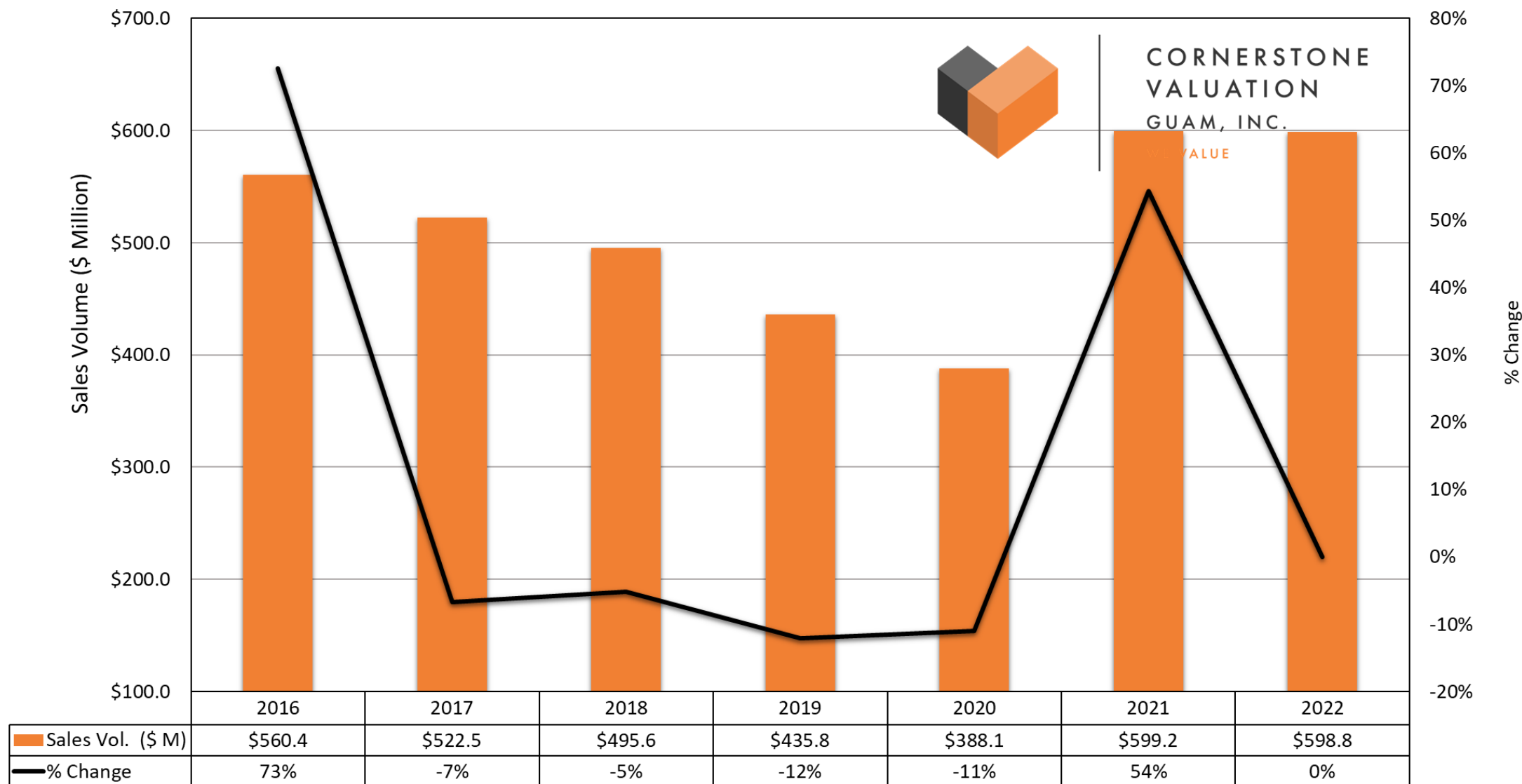


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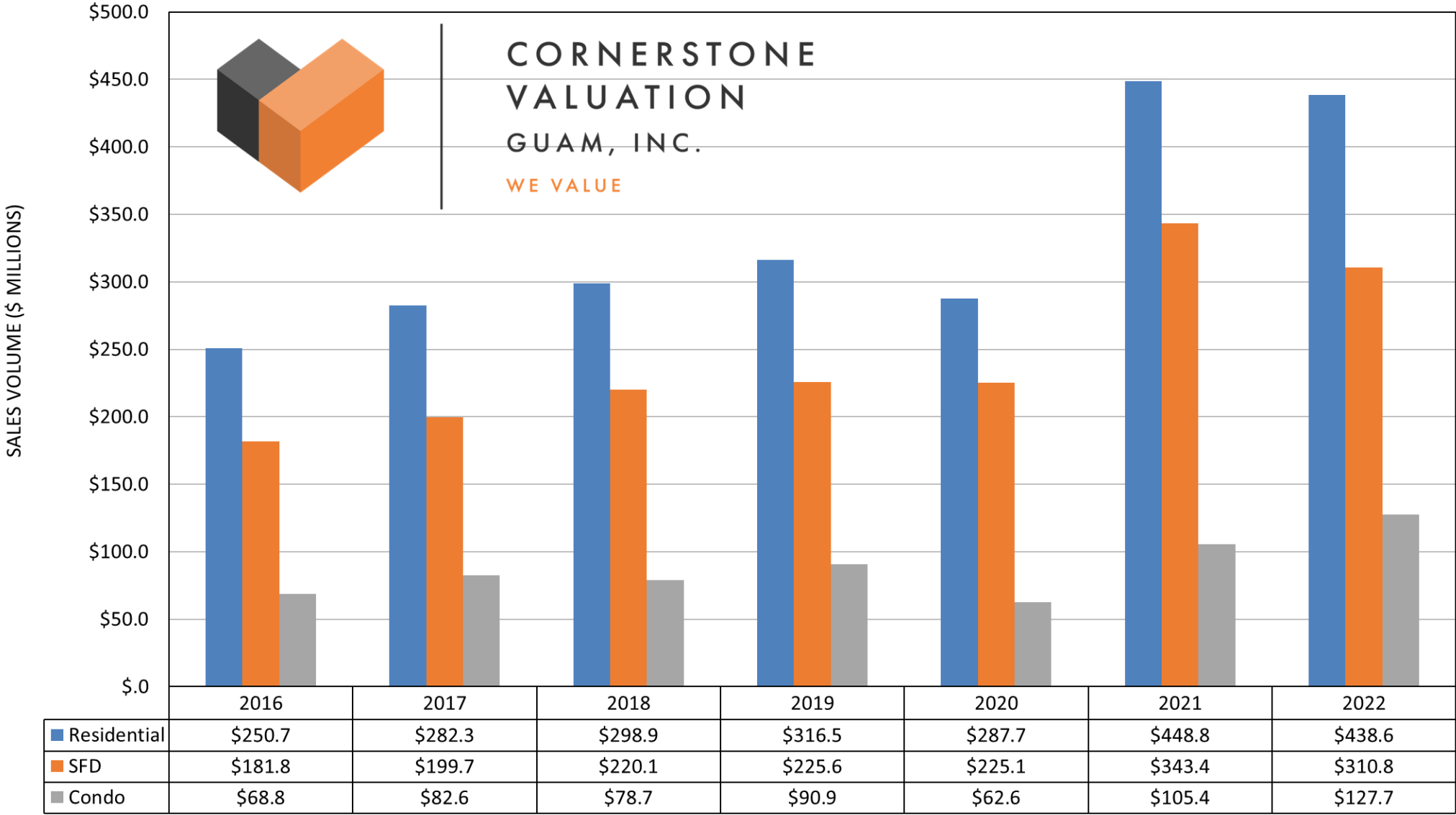
Guam Real Estate Sales Volume by Year (\$M)

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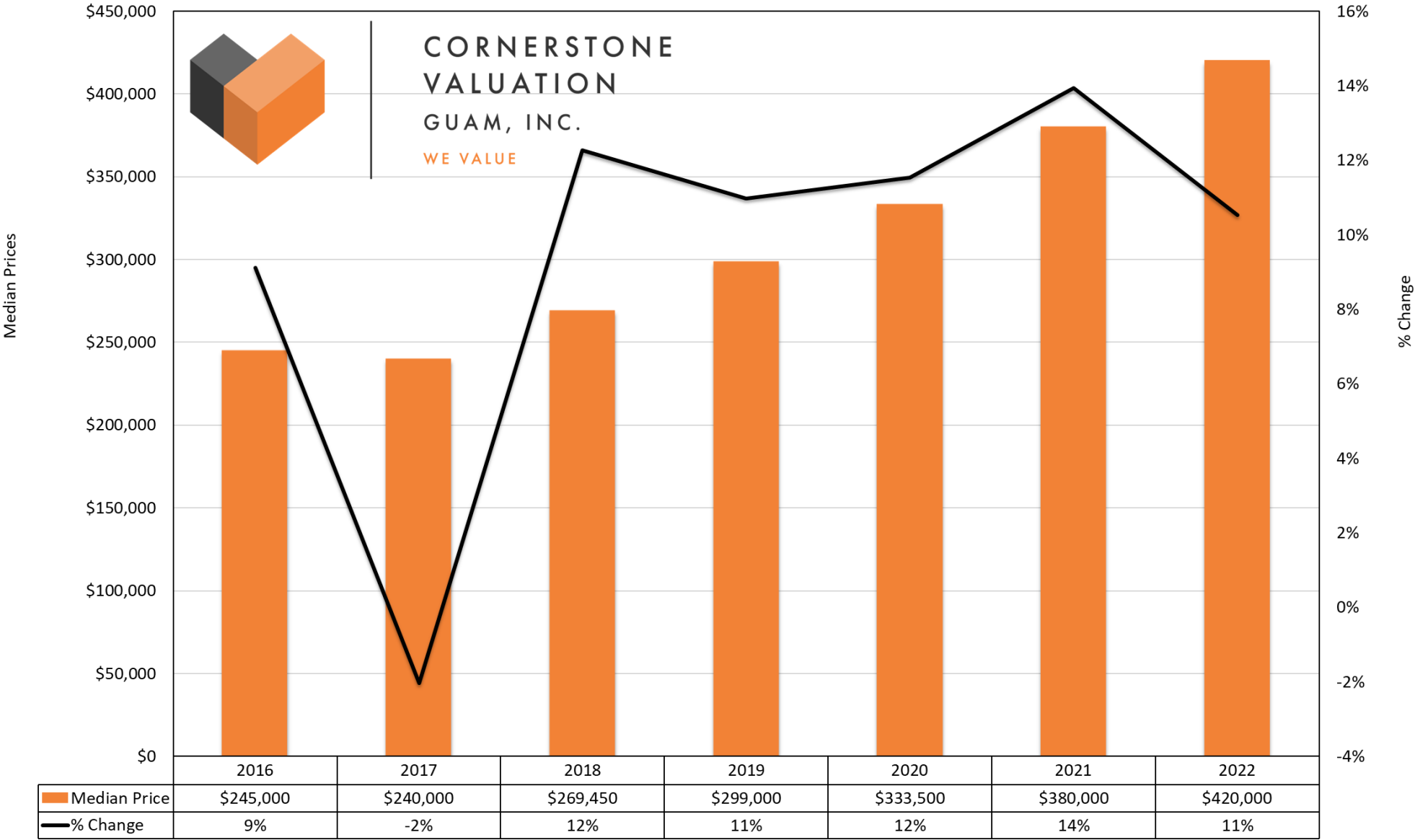
Guam Residential Sales Volume (\$ Million)

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Guam Single Family Dwelling Median Price (\$)

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Cornerstone Valuation Guam, Inc. Quarterly Statistics

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Item	Q1-22	Q2-22	Q3-22	Q4-22	% Change [1]
TOTAL REAL ESTATE					
Sales Volume (Mil.)	\$187.8	\$163.3	\$136.2	\$111.6	-29.3%
No. of Transaction	423	469	376	316	-30.9%
SINGLE-FAMILY DWELLING					
Sales Volume (Mil.)	\$86.6	\$84.9	\$72.4	\$66.8	-16.7%
No. of Transaction	194	186	163	160	-14.9%
Median Price	\$428,225	\$416,658	\$445,000	\$399,500	6.3%
CONDOMINIUM					
Sales Volume (Mil.)	\$38.7	\$40.3	\$26.3	\$22.4	-28.9%
No. of Transaction	116	126	84	70	-30.7%
Median Price	\$321,200	\$312,300	\$296,000	\$311,000	15.2%
LAND					
Sales Volume (Mil.)	\$26.1	\$25.8	\$19.0	\$14.4	-55.3%
No. of Transaction	105	146	115	81	-48.7%
Median Price	\$97,000	\$95,000	\$85,000	\$90,000	0.0%

[1] Change comparing Q4-22 to Q4-21

2021 vs 2022 GUAM REAL ESTATE LENDER'S ACTIVITY

Lenders	2022		2021	
	Amount (\$ mil)	No. of Trans	Amount (\$ mil)	No. of Trans
ANZ Guam Inc.	\$6.0	22	\$12.3	37
Bank of Guam	\$118.1	149	\$78.6	211
Bank of Hawaii	\$69.3	168	\$88.0	244
Bank Pacific, Ltd.	\$18.9	56	\$30.7	112
Coast360 FCU	\$47.9	126	\$59.4	156
Community First Guam FCU	\$47.0	151	\$55.3	210
First Hawaiian Bank	\$118.2	167	\$62.2	191
Norwich Commercial Group, Inc.	\$53.4	133	\$156.9	332
Pentagon Federal Credit Union	\$109.8	234	\$114.6	285
Other	\$58.8	132	\$33.6	87
Totals Lenders:	\$647.4	1,338	\$691.6	1,865
% Change from previous year	-6%	-28%	34%	37%

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NOTABLE TRANSACTIONS 2022



M1- Zone Land, Tiyan,
Barrigada
\$6.5 Million (\$72/sm)



Vacant Land, Tamuning
\$5.1 Million (\$214/sm)

NOTABLE TRANSACTIONS 2022



Manhattan Plaza, Dededo
\$5.1 Million (\$182/sf)

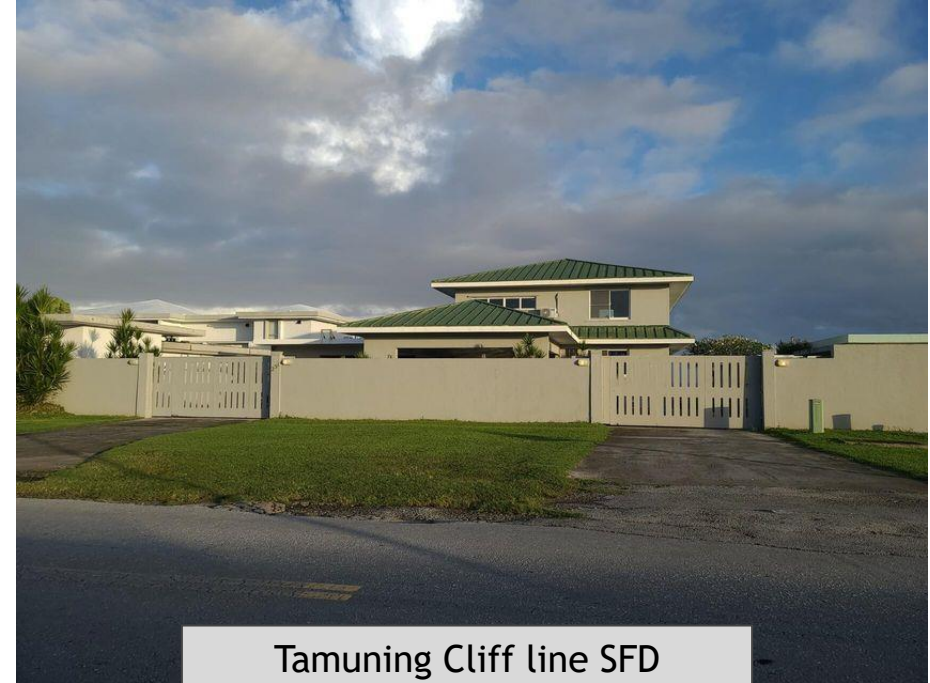


Commercial Building, Asan
\$1.8 Million (\$219/sf)

NOTABLE TRANSACTIONS 2022



Barrigada Heights SFD
\$2.18 Million



Tamuning Cliff line SFD
\$1.9 Million

2023 OUTLOOK

- More Military Constructions
- More H2 Workers – Where is the Housing
- Interest Rate Hikes Put Lid on Price Increases
- Shovel Ready Projects Needed
- Cost Cutting Measures on Other Industries
- Energy Cost Concerns
- Tourism will need to return



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2023 OUTLOOK

“It ain’t what you don’t know that gets you into trouble. It’s what you know for sure that just ain’t so.”

- Mark Twain



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