

GUAM REAL ESTATE MARKET UPDATE



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Siska S. Hutapea, CCIM, MAI, SRA, AI-GRS, MRICS, R/W-AC, MRE

Agenda

- Global Real Estate Market – ULI Emerging Trends
- Real Estate Market 2026 YTD Updates
- PL 37-117
- Affordable Housing – National
- Affordable Housing – Guam



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SECTORS TO WATCH



DATA CENTRES



**SENIOR HOUSING/
ASSISTED LIVING**



**LOGISTICS/
INDUSTRIAL**



**PRIVATE RENTED
RESIDENTIAL**



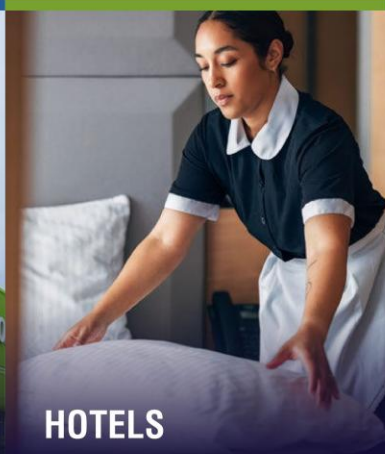
**STUDENT
HOUSING**



**HEALTHCARE
FACILITIES**



**STORAGE
FACILITIES**



HOTELS



OFFICES



RETAIL



PREVIOUS

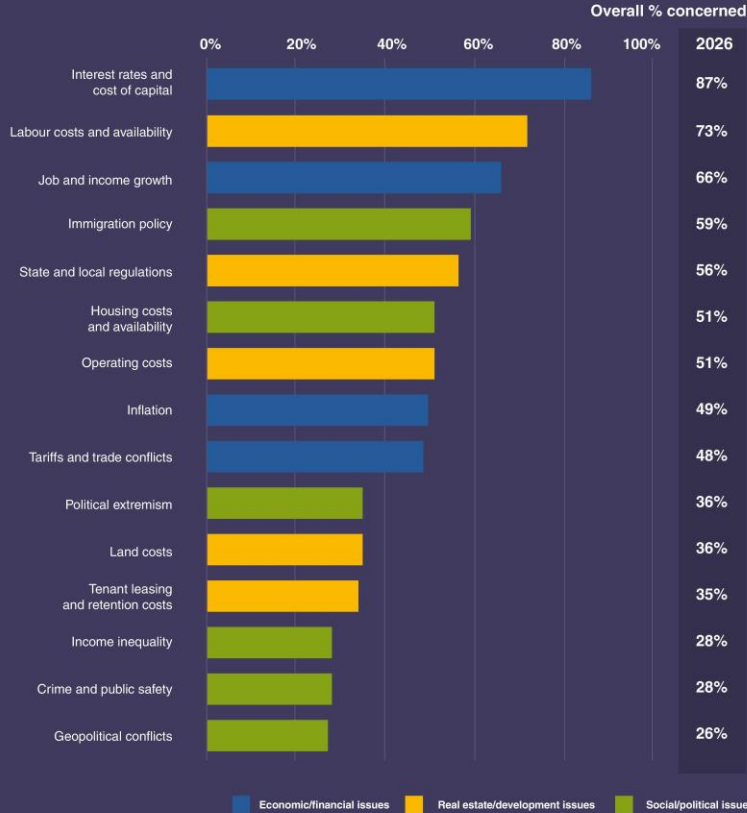


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ISSUES IN REAL ESTATE INVESTMENTS

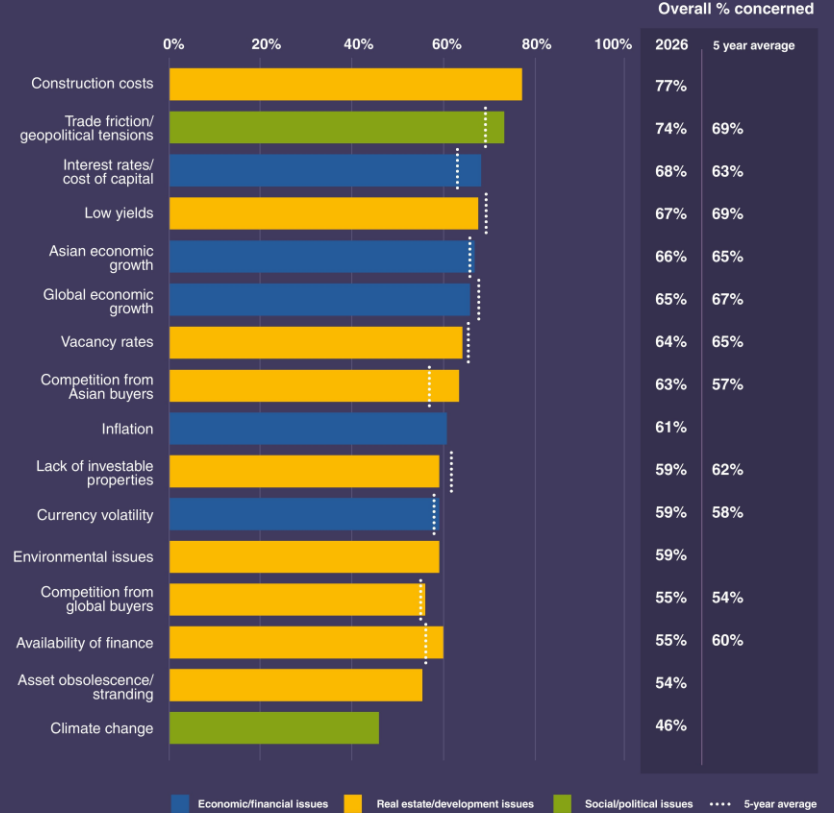
Figure 1-8 Key issues causing concern in North America, 2026



Source: Emerging Trends in Real Estate United States and Canada 2026 survey
 Note: Chart shows the issues causing highest concern from the survey based on the percentage of respondents ranking each issue within their top 3 for each category.

NEXT →

Figure 1-11 Key issues causing concern in Asia Pacific, 2026



Source: Emerging Trends in Real Estate Asia Pacific 2026 survey
 Note: Chart shows the 'Most Problematic Issues for Real Estate Investors' from the survey, based on respondents' score of how 'problematic' the issue is on a 9-point scale (9 being 'Most problematic'). The issues have been categorised by key themes (economic/financial, social/political, real estate/development) and normalised into percentage terms.

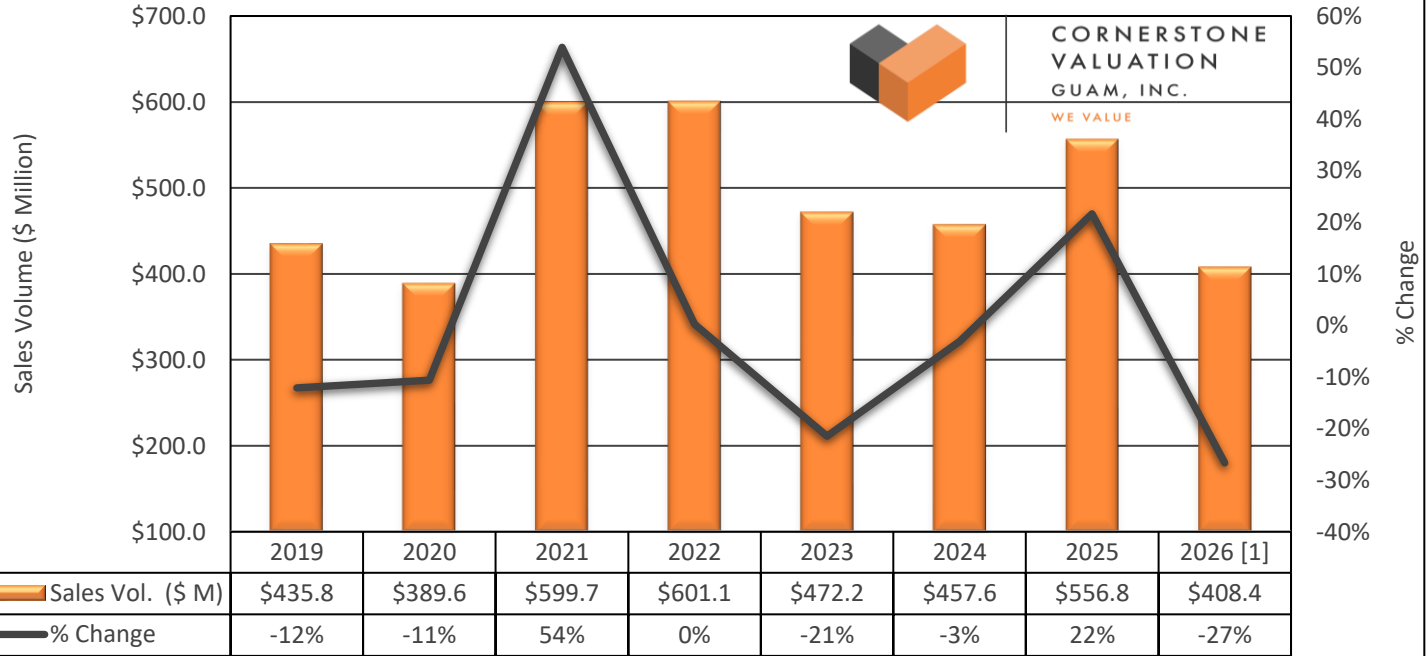
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Guam Real Estate Market Update

GUAM REAL ESTATE SALES VOLUME

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

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

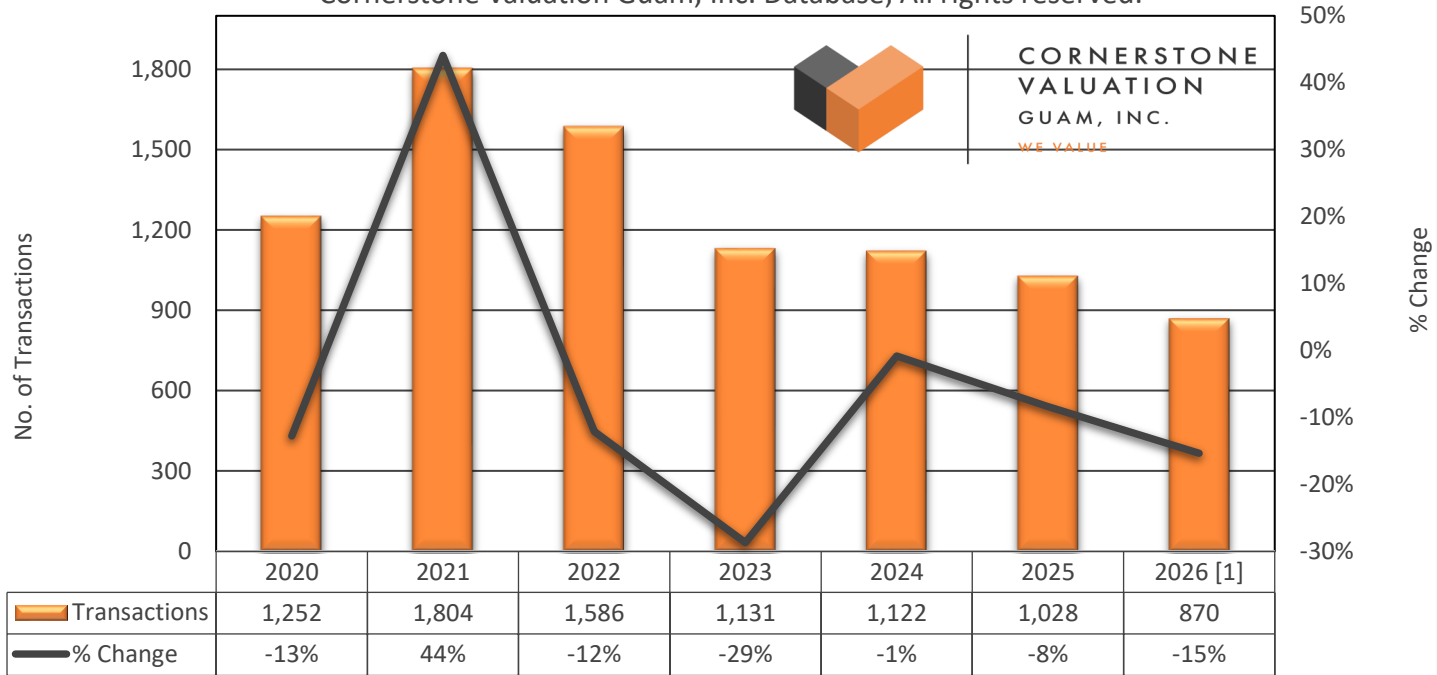


[1] Based on 2026 Annualized figures through February (2 months)

GUAM REAL ESTATE

Guam Real Estate No. of Sales by Year

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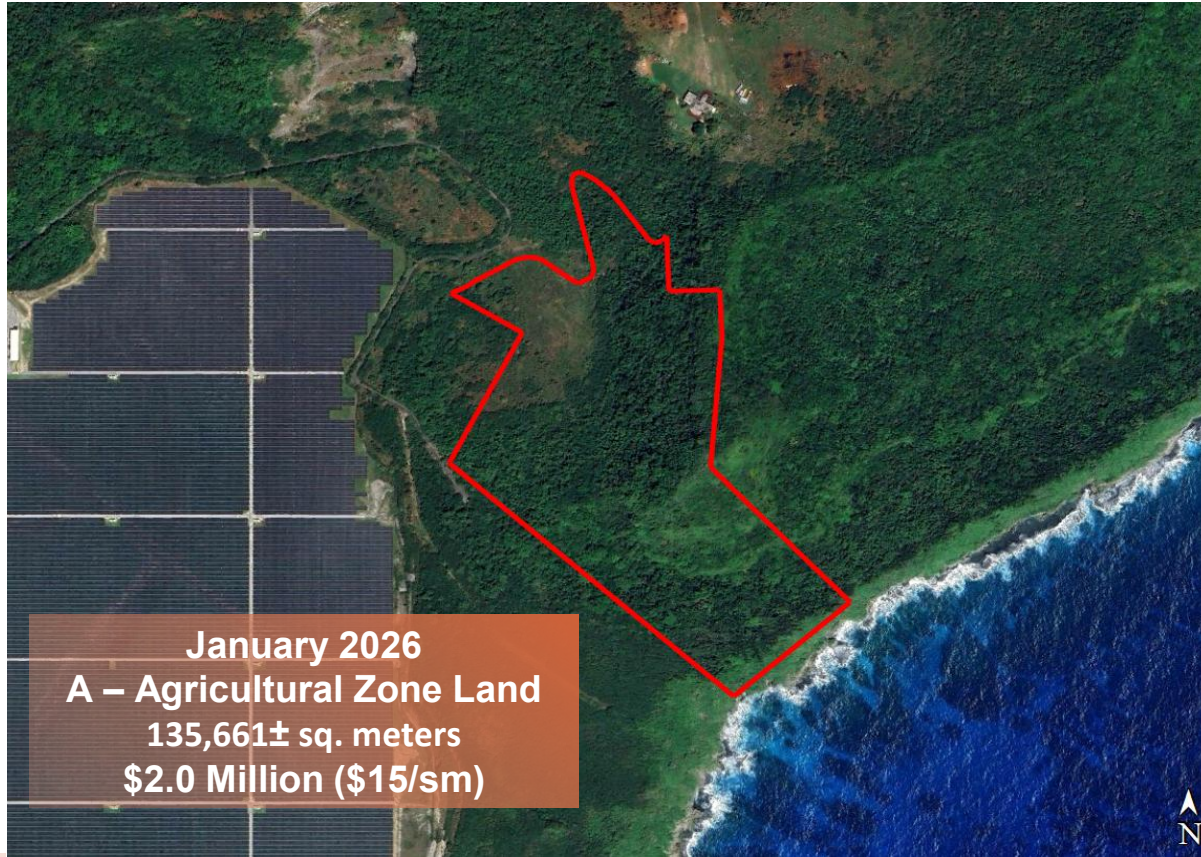


[1] Based on 2026 Annualized figures through February (2 months)

Notable Transactions 2026 YTD



January 2026
Former Louis Vuitton Building
6,695± sq. feet
\$2.025 Million (\$302/sf)



January 2026
A – Agricultural Zone Land
135,661± sq. meters
\$2.0 Million (\$15/sm)



January 2026
Warehouse
8,904± sq. feet
\$1.88 Million (\$211/sf)



January 2026
Toves Apartment – 22-units
17,102± sq. feet
\$1.5 Million (\$68K/unit)



February 2026
Former The Doctors' Clinic
8,046± sq. feet
\$2.4 Million (\$298/sf)



February 2026
JW Apartment – 9-units
9,720± sq. feet
\$1.4 Million (\$156K/unit)



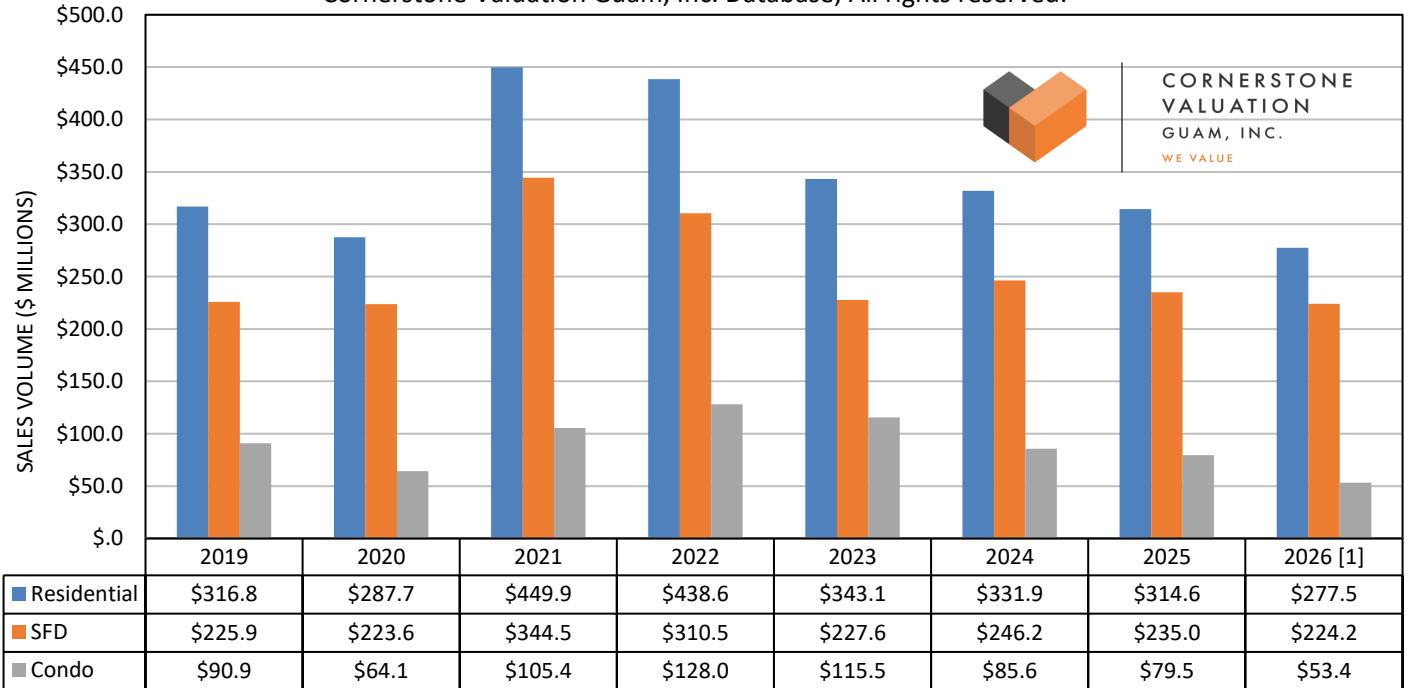
February 2026
Kimi Market 2
6,150± sq. feet
\$1.3 Million (\$211/sf)

Residential Market

GUAM RESIDENTIAL SALES VOLUME

Guam Residential Sales Volume (\$ Million)

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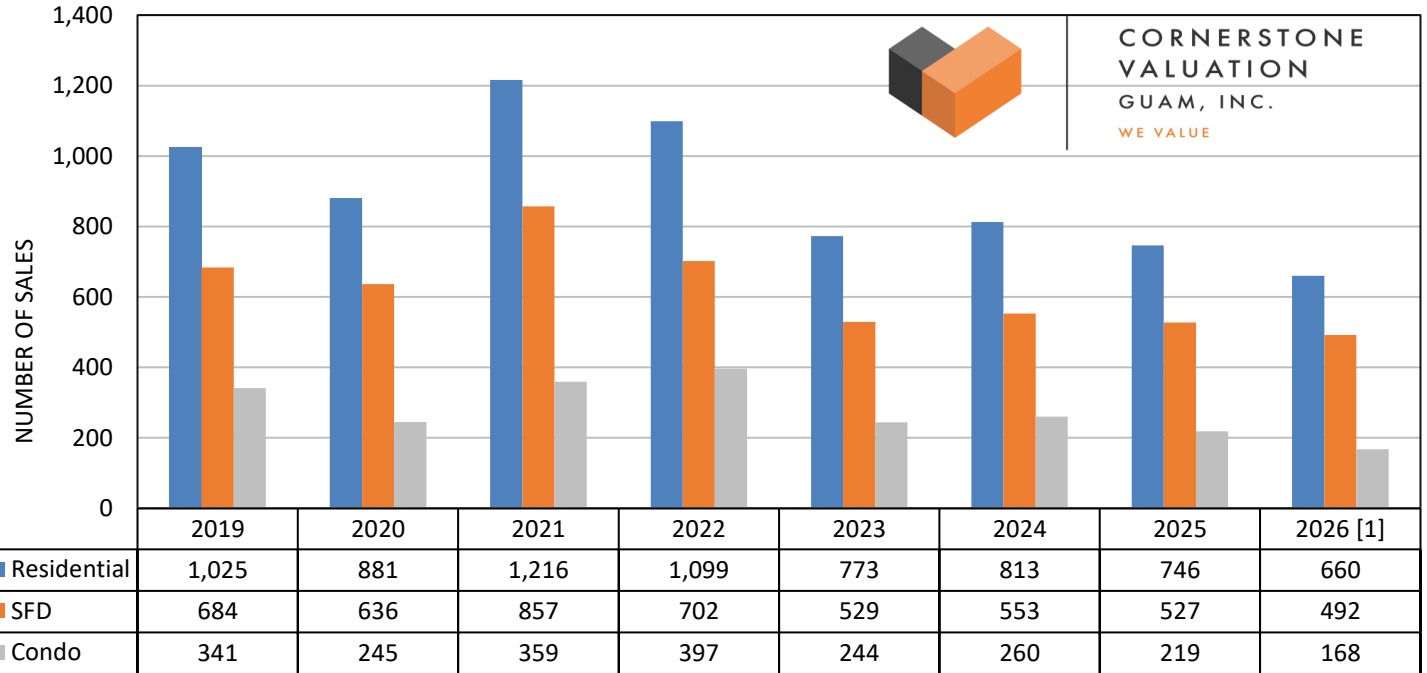


[1] Based on 2026 annualized figures through February (2 months)

GUAM RESIDENTIAL MEDIAN PRICES

Guam Residential Number of Sales

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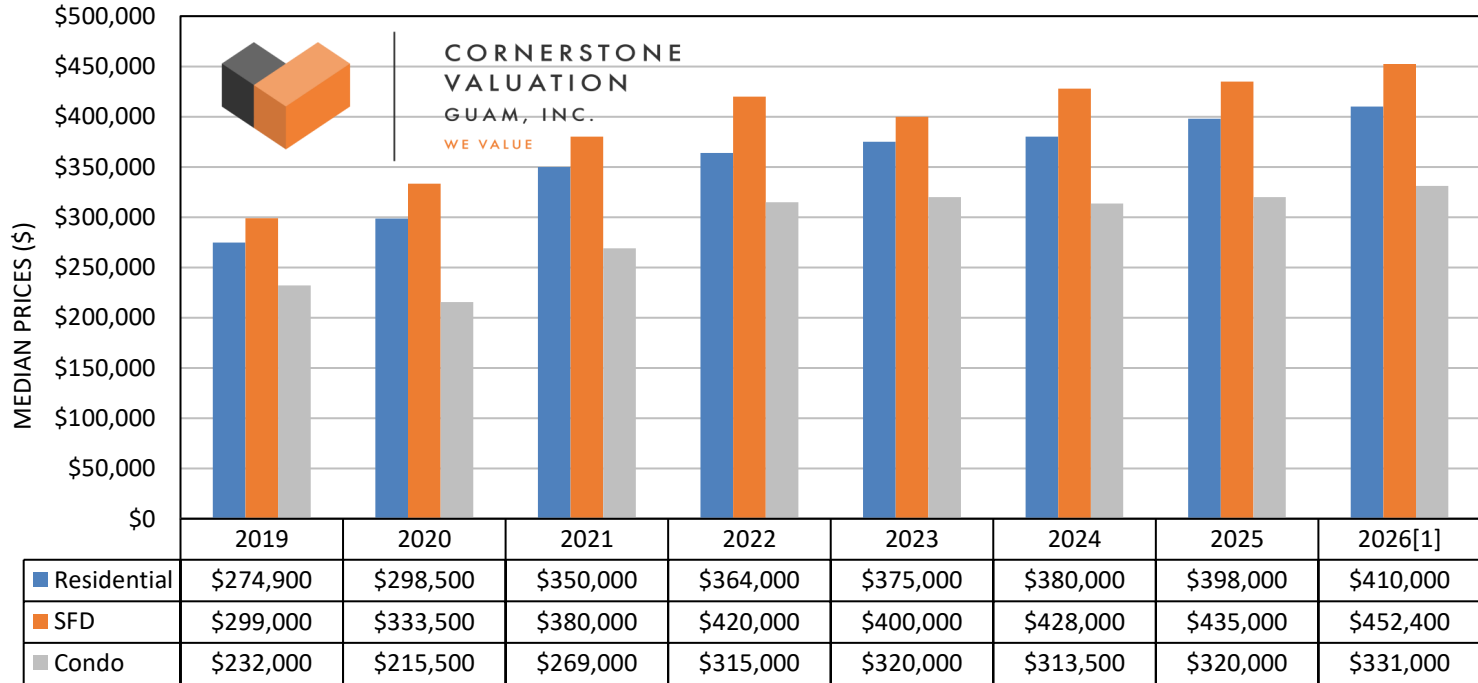


[1] Based on 2026 annualized figures through February (2 months)

GUAM RESIDENTIAL MEDIAN PRICES

Guam Residential Median Prices (\$)

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[1] Reflects 2026 YTD figures through February (2 months).

Military Housing Demand

RFP – MILITARY FAMILY & UNACCOMPANIED HOUSING



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The Department of the Navy (DoN), through NAVFAC Pacific and Joint Region Marianas (JRM), seeks proposals to expand military housing capacity on Guam in response to the Indo-Pacific force posture realignment, particularly the relocation of U.S. Marine units from Okinawa, Japan.

Context: Current active-duty personnel (FY 2024) : ~17,000
Projected (FY 2033): ~24,000

Objective:

Address near- and mid-term housing shortages for both Military Family Housing (MFH) and Unaccompanied Housing (UH) until full MILCON projects are completed in the 2030s.

RFP – MILITARY FAMILY & UNACCOMPANIED HOUSING



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Housing Units	Phase 1	Phase 2	Total Requirement
	Initial Delivery (by June 2028)	Remainder (by June 2032)	
Family Housing (2-4 bedroom)	917	683	1,600
Unaccompanied Housing (one-bedroom, studio)	400	400	800

Acquisition Methods: Lease, lease-to-purchase, or other

RFP – MILITARY FAMILY & UNACCOMPANIED HOUSING



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	Phase 1	Phase 2
Tasks	-Preliminary housing concepts -Site information -Acquisition structure	-Detailed proposals (by invitation only)
Deadline	October 13, 2025	November 1, 2025
<i>Offerors must participate in Phase 1 to qualify for Phase 2</i>		

Affordable Housing Issues



Affordable Housing - National

- Why Aren't We Building Enough Homes?
 - **Regulatory Failures**
 - Slow permitting process
 - Complex legal frameworks that add cost and uncertainty
 - **Increased Construction Costs**
 - Tariffs, post-pandemic supply chain, rising indirect costs
 - **Demand Outpacing Supply**
 - Business and population migration to south, demand is faster than builders can respond
 - Limited land: homeowners with pandemic era mortgage rates (<3%) have little incentive to sell

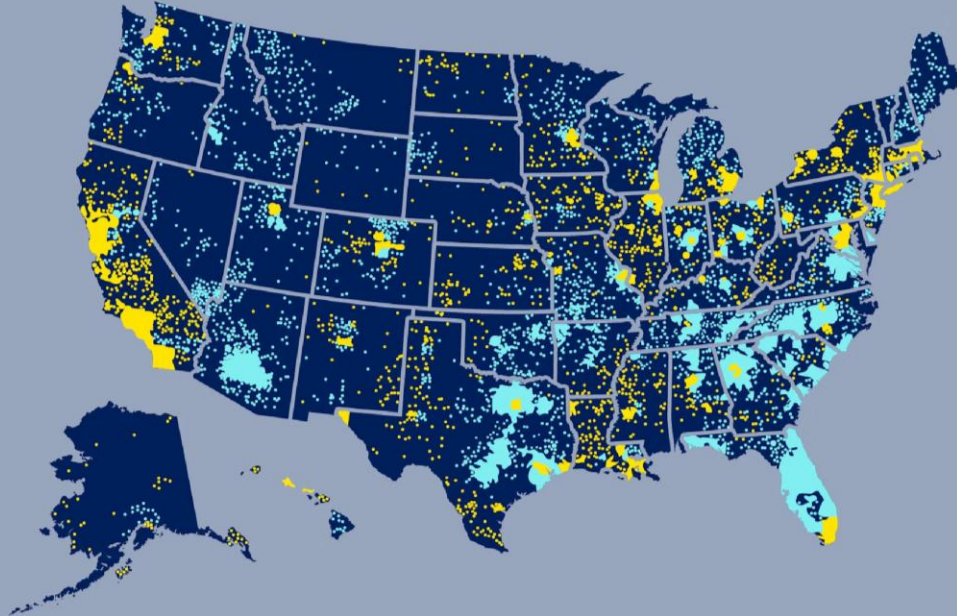
U.S. Chamber of Commerce

U.S. migration trends

The most populous counties are losing people at a steady pace

Source: U.S. Census Bureau,
2021–2022

● Positive migration ● Negative migration



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U.S. Chamber of Commerce

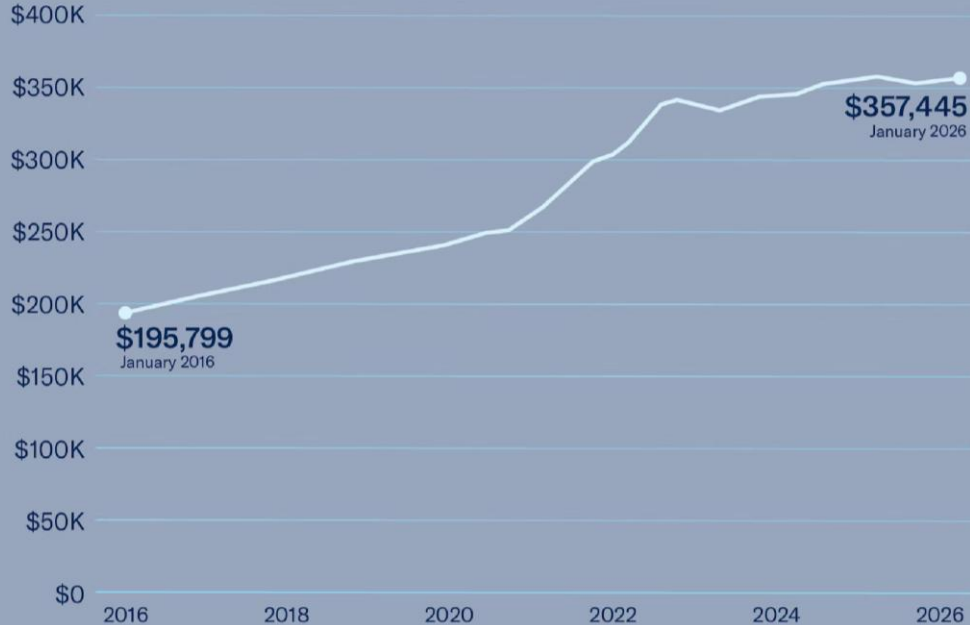
Home values have nearly doubled in the last decade



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Source: Zillow Home Value Index, Jan. 2026

Average home value



Monthly rent has increased exponentially in recent years



Source: iPropertyManagement, Jan. 2026



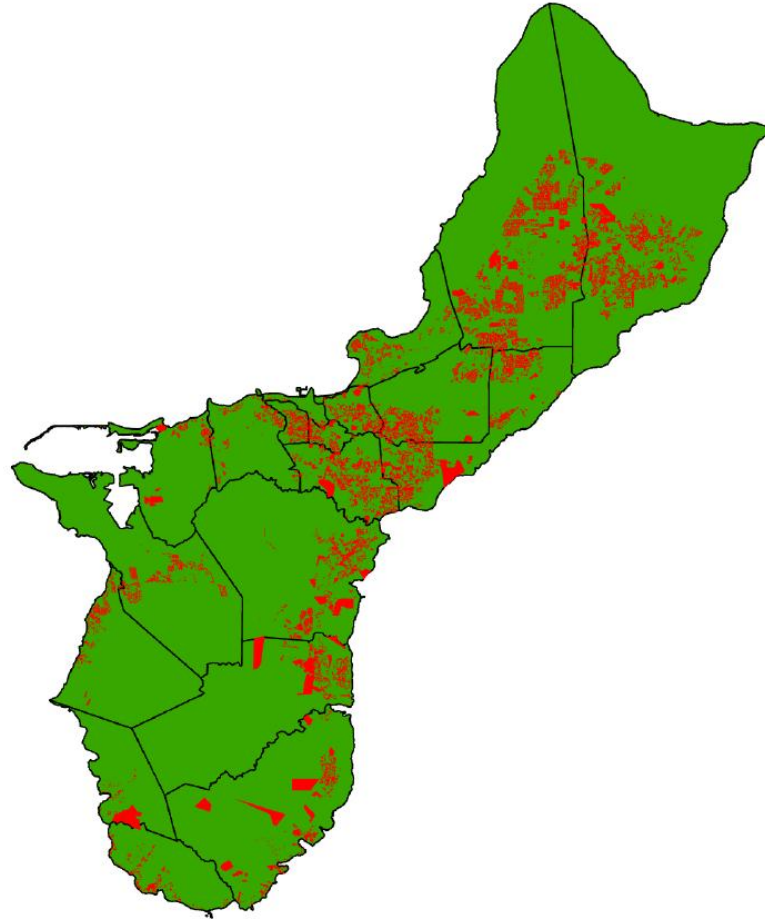
Affordable Housing - Guam



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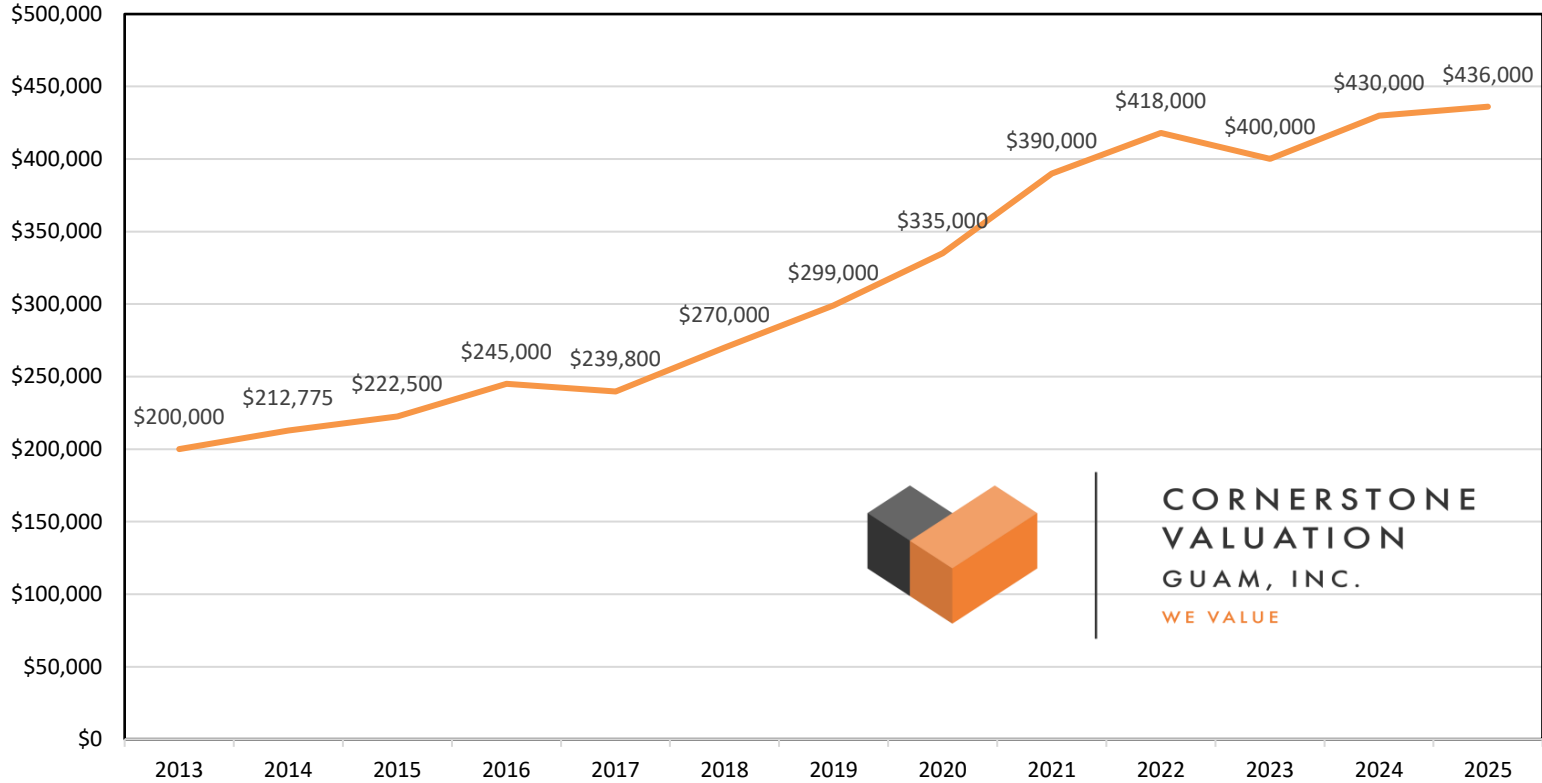
- Why Aren't We Building Enough Homes?
 - Regulatory Failures
 - Increased Construction Costs
 - Impact of Tariffs
 - Jones Act
 - Lack of Infrastructure
 - No Economies of Scale
 - Military Build Up Exacerbating Increase in Cost

Single Family Housing in Guam



Guam Median Home Value by Year (\$)

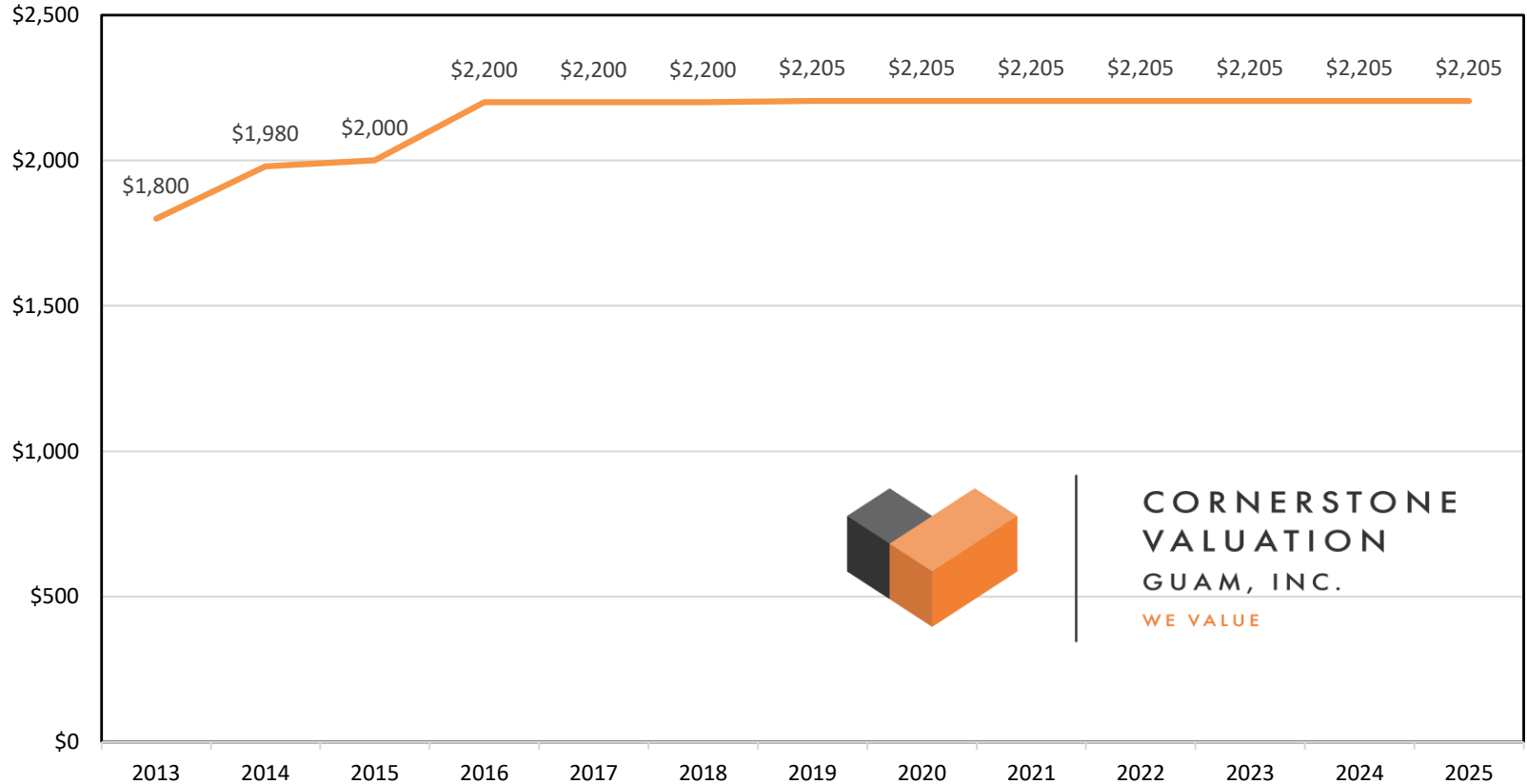
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Guam Median Rent Value by Year (\$)

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*Data from Multiple Listing Services (MLS)

MAKING HOMES AFFORDABLE AGAIN



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- ULI: SOLUTIONS THAT'S ALREADY WORKING
 - Permitting Reform
 - Zoning Overhauls
 - Statewide Assistance
 - Tax Reform
 - Compact Housing
 - Modular Construction
 - Civic Tech

EMPOWERING LOCAL TO OWN A HOUSE



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- Self construction creates immediate equity
- Problem: No downpayment, complicated design & permitting process, etc
- Create a package:
 - Three Option Basic Floor Plans, smaller, but expandable
 - Create a waitlist of new owners
 - Package financing
 - Start with 3-5 houses
 - Roll up
- Have a non profit that facilitates this

FINANCIAL LITERACY

- Leveling the playing field
- Basis of navigating life
- Teach in high school:
 - Time value of money (PV, FV, sinking fund, etc)
 - Investing (ROTH, 401k, College savings, etc)



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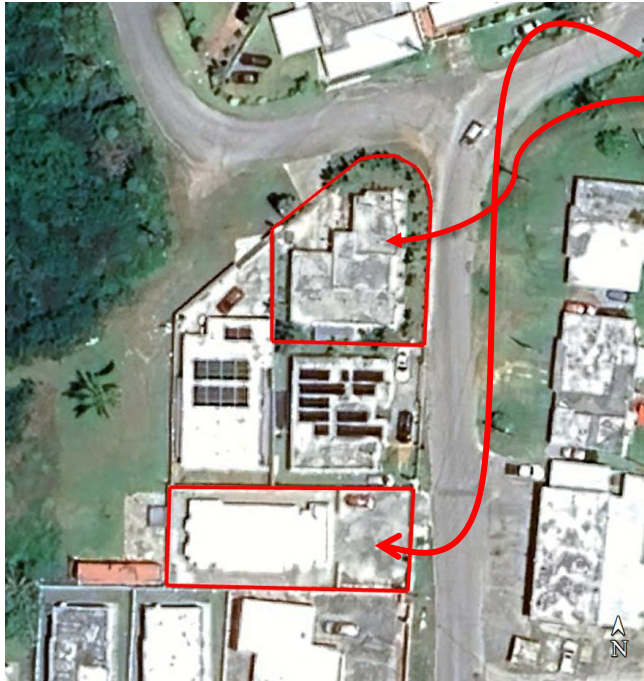
Public Law No. 37-117 – IT'S A DEFERRAL

- Public Law 37-117, enacted on July 22, 2024, provides tax relief to property owners in Guam by deferring increases in property tax assessments resulting from the 2024-25 Islandwide Real Property Revaluation until the property is:
 - Transferred outside of the owner's immediate family
 - Property is rezoned
 - The owner is granted a new conditional use
- This deferral applies to
 - Single family homeowners on A, R1, R2, C, and M1 zoned properties that are exclusively for residential purposes, as well as
 - Owners of unimproved properties zoned as A and R1
- Intended to assist those current property owners while the revaluation moves forward overall



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PL Issues



Sales Data

9/11/2024	Warranty Deed	\$520,000
1/16/2024	Warranty Deed	\$568,000

2024 ASSESSED VALUE

\$ 182,280
\$ 297,300

Impact of PL

Lot No.	Before Application	After Application
	of PL 37-117	of PL 37-117
NEW-1	\$182,280	\$517,970
NEW-3	\$297,300	\$297,300

THANK YOU!



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