

CARON B REALTY  
INTERNATIONAL  
*High Tech, High Care, High Results*

**February Monthly Newsletter**

*Your Update on the Oahu Real Estate Market  
& Caron B Realty International*





I hope everyone had a wonderful Valentine's Day with family, friends, and loved ones! I recently saw a quote by Tony Robbins that said, "The quality of your life is in direct proportion to the quality of your relationships." Having strong relationships is something that we all strive for; in fact, it is part of Tony Robbins's concept of the six basic needs of humans. According to him, the needs are Certainty, Uncertainty/Variety, Significance, Connection/Love, Growth, and Contribution. I see these needs as values that I try to incorporate into my life and my relationships, personal and professional.

I often talk about goals and dreams and I am so proud to share that Angus has accomplished one of his by making the varsity tennis team at Punahou as a freshman! This is a huge victory for Angus; he has been playing tennis since he was six or seven years old. Accomplishing this was always out of his comfort zone but as the possibility drew nearer, he worked and trained very hard to achieve it.

As you can imagine, his parents have been very busy getting him ready with practices, games, and tournaments, as well as work and family commitments, so we haven't had a chance to spend time together, just enjoying each other's company. Last week I came across an article on how to have a great weekend, which I've included in this newsletter. It was a great reminder that it doesn't take a lot of work or planning to enjoy your weekend, but a conscious effort to be present. With everything that's been going on, I thought it was time to take time out for ourselves.

Doug and I had a wonderful past weekend; we treated it like a mini vacation. We took the time reconnect, not talk about work, and have much needed date nights. One morning, I had coffee with a good friend of 20 years, and I realized how good friendships add to positive energy in our life. It's so important to make time to spend with the people we care about as they truly enrich our lives.

We are so fortunate to live in such a beautiful place where we can have a mini vacation on the weekend and have it feel like a real getaway. People have always dreamed of living here and now Hawaii is appearing on the map for home design and architecture. A reader poll from the Wall Street Journal has voted a house in Hawaii as the Home of the Year for the second year in a row. Additionally, five out of the top 15 winning homes are in Hawaii. The Home of the Year was designed by Bay Area architect Jim Jennings. The home is beautiful, and you can see pictures through the link in this newsletter. However, an architect doesn't have to design your home in order for it to be wonderful. If you're thinking about a project, it starts with a vision and grows into a collection of ideas. I've found Pinterest to be a great place to organize ideas, pictures, and inspiration.

*Continued on next page*

# CARON B REALTY INTERNATIONAL

YOUR FIRST CHOICE FOR LUXURIOUS ISLAND LIVING

Caron B Davis, R, PB, CRS, GRI, SRES, CIPS

Caron B Realty International

Office: 808-593-9826 Cell: 808-286-5256



*High Tech, High Care, High Results*

Custom homes often win design awards and are true masterpieces, but they don't always appeal to everyone. In the luxury market, you have to craft your marketing plan very carefully to attract that one buyer for whom the home will be perfect. Custom homes require identifying the client and marketing for that kind of client. Regarding the more affordable price ranges, we are definitely seeing an increase in volume of homes. As you'll see in the stats section of the newsletter, about 41% of single-family home sales were between \$600,000-\$799,999.

No matter the price range our home, we all want to make sure our property is well-taken care of. This is especially true for owners of rental properties that are too far away to regularly attend to. Our Concierge Rental Management Department is well-suited to assist clients with management and care of their rental properties no matter where they live. Doug's blog on property management is a wonderful checklist for everyone with a rental property. It's important that we maintain good relationships with our tenants because we want to ensure that they are working with us to keep our clients' houses and condos in top shape. We give them a checklist of the things they should know to do to take care of around the home. They maintain regular upkeep because we select tenants who take pride in where they live. Our rental department is full-service, and we do everything from pre-rental repairs to regular inspections. We work to quickly fill vacancies and client satisfaction is our commitment.

In this newsletter you will find an update on the real estate of Oahu. There are the articles I mentioned about how to have a great weekend and the Home of the Year. As we approach spring break for many families, I wish you a wonderful break and please note our article on some ideas for an adventure for you and your family. For local fun, the Hawaiian Scottish Festival and Highland Games are coming up in March.

And as always, please contact me directly with any questions you may have. We are here to serve you! The weather is gorgeous here and we are looking forward to spring!

Warm Aloha,  
Caron



# January Oahu Real Estate Statistics

## Luxury Real Estate Statistics

<i>January 2020</i>	<i>Single Family</i>	<i>Condo</i>
Highest Recorded Sale	\$3,450,000	\$4,800,000
Median Sales Price	\$1,915,000	\$2,495,000
Total Closed Sales	22	7
Average Days on Market	76	78

## Real Estate Statistics

<i>January 2020</i>	<i>Single Family</i>	<i>Condo</i>
Median Sales Price	\$770,000	\$429,000
Percentage Change	<b>+0.3%</b>	<b>+7.5%</b>
Total Closed Sales	265	379
Percentage Change	<b>+7.7%</b>	<b>+16.3%</b>
Median Days on Market	35	33

"We continue to see a healthy real estate market with a moderate uptick in sales and a small increase in median days on market," said Tricia Nekota, president, Honolulu Board of REALTORS. 'Both single-family home and condominium sales were most active in the affordable to mid-range price categories, which is encouraging, especially for first-time home buyers.'"

"Although new listings were down 18.9% compared to last year, the new listing volume in January 2019 was notably higher than any other January since 2009. Median days on market was 35 days for single-family homes and 33 days for condos last month, marking the first time since 2014 that monthly median days on market has been above 30 days."

"Approximately 41% of single-family home sales occurred in the \$600,000-\$799,999 price range. This price range also represented the most significant jump in sales volume at 19.8% or 18 more sales compared to January 2019. The most substantial portion sales occurred in the \$300,000-\$499,999 price range, while a 51.7% increase in sales volume occurred in the \$400,000-\$599,999 price range."

*Information and statistics provided by the Honolulu Board of REALTORS.*

# Luxury Sale of the Month

## *Highest Sold Single Family Home*



### **Manoa-Woodlawn**

*5 bedrooms | 4 baths | 2 half baths | 6,411 square feet living | 9.48 acres land*

**Why this property is spectacular:** This beautifully remodeled home sits on over 9 acres in Manoa's lush Woodlawn neighborhood and offers stunning 360 degree views.

**Sold at:** \$3,450,000 to a local couple.

*Source: State Tax Office & Bureau of Conveyances*

*Picture from Honolulu Board of Realtors*

# Luxury Sale of the Month

## *Highest Sold Condominium*



### **Park Lane, Ala Moana**

*2 bedrooms | 2 baths | 1 half bath | 2,065 square feet living*

**Why this property is spectacular:** This luxury condo offers views of Magic Island and Ala Moana Beach Park and a spacious lanai to enjoy indoor-outdoor living.

**Sold at:** \$4,800,000 to investors from Japan.

*Source: State Tax Office & Bureau of Conveyances*

*Picture from Honolulu Board of Realtors*



# Property Management



## Housecleaning Timeline

Maintaining a clean house and working appliances in your rental property can be tricky since you don't live there. Tenants, especially new renters, may not be familiar with what needs to be done to keep their rental property running smoothly. We've put together a timeline of how often certain things in a home should be cleaned. Some of these can be done regularly by tenants and property owners can help by providing the right supplies. Keep this list in a convenient spot so you and your tenants can stay on top of it and make sure to be responsible for more difficult or involved tasks to give your tenants peace of mind.

### ♦ Washing Machine

- ♦ At least once a month, new machines have alerts
- ♦ Provide automatic cleaning tablets such as Afresh so your tenants can easily run a cleaning cycle when it is time
- ♦ See our blog on how to clean [here](#)

### ♦ Dryer Vent

- ♦ Dryer vents should be cleaned about once a year.
- ♦ This can be done as part of the cleaning process between renters if new tenants are moving in or ask your property manager to recommend someone to clean it.

### ♦ Dishwasher

- ♦ At least once a month
- ♦ Fill a dishwasher safe mug 2/3 of the way with white vinegar and run a normal wash with hot water.
- ♦ Provide tenants with vinegar

### ♦ Refrigerator Drip Pan

- ♦ Every 3-4 months
- ♦ See our blog on how to clean [here](#)

*Continued on next page*

# Property Management



## Housecleaning Timeline

- ◆ Carpets
  - ◆ Have them professionally cleaned between tenants
- ◆ Gutters
  - ◆ Once or twice a year, depending on tree coverage
  - ◆ Ask your property manager for a recommendation
- ◆ HVAC
  - ◆ Professionally cleaned once or twice a year
  - ◆ Encourage tenants to regularly clean the accessible areas of air conditioning units, especially here in Hawaii, to prevent mold growth
- ◆ Hot Water Heater
  - ◆ Flush once a year
  - ◆ See our blog on how to clean [here](#)
- ◆ Chimney
  - ◆ Seasonally, once a year before use
  - ◆ Ask your property manager for a recommendation of a handyman or technician
- ◆ Garage Door Lubrication
  - ◆ Ideally this should be done every six months, but if that's not possible, it can be done with the yearly tasks
  - ◆ Call a handyman or have it done as part of more thorough garage door maintenance by technicians

Our Concierge Property Management Department has great vendors, including cleaning services and handymen, who help with cleaning and maintenance. Our team can create schedules and see to it that tasks are performed. For more information, please call Doug Davis at (800) 596-4883 or email him at [dougdavis@caronb.com](mailto:dougdavis@caronb.com)



# How to Have a Great Weekend



Too often, we spend the week looking forward to the weekend, only to feel like it was wasted once Sunday evening comes along. This article provides tips on how to really enjoy the weekend and use it to have fun, refresh, and make lasting memories. Click [here](#) to read.

## Spring Break Ideas



Spring break is around the corner and it's a great time to travel. If you're looking for inspiration, click [here](#) for suggestions of top places to visit for spring break. If you want your kids to do something local, check out [this list](#). Please note that this list has not yet been updated for 2020 and not all options may be available.



# WSJ House of the Year



As a Wall Street Journal poll proves, Hawaii properties are highly sought-after. For a second year in a row, a house in Hawaii has been named the House of the Year; five Hawaii homes were in the Top 15. Click [here](#) to read about last year's winner, which is in Lanikai. The property is currently listed; if you would like to schedule a private showing, please reach out to me.

## New Year's Activities



Learn about and celebrate the Scottish community of Hawaii. There will be sports, songs and dance, demonstrations, and traditional food. This year marks the 39th annual festival; it will take place during the weekend of March 28th. Click [here](#) to learn more about the festival and what events there will be.

*Picture courtesy of Honolulu Magazine/Hawaiian Scottish Association*

# We'd love to hear from you...

And we appreciate your feedback! We are proud to share this recent testimonial from a client:

*"I was at a crossroads regarding a property and asked for their advice on it. Caron and staff were very generous offering ideas, alternatives and actual ballpark prices. I received a folder with printouts of info on my property and with surrounding neighbor properties. I was extremely impressed. They also handle rental management, too.*

*Although I did not sell the property, the attitude and complimentary information helped me feel good about this one decision for now and will consider them if I plan on doing any future real estate plans. They are a husband and wife company with a fellow team of realtors.*

*The reason I picked them was that I noticed a lot of their property for sale signs where I go and what improvements they did to those properties. I knew they had experience in selling residential houses which was my need."*

Surpassing customer needs is a high priority for us.

Please contact us with your questions, feedback and insights.

We are here to assist you with all of your real estate needs!



**CARON B REALTY**  
**INTERNATIONAL**  
*High Tech, High Care, High Results*

**CARON B DAVIS, REALTOR**  
**OWNER/BROKER, CIPS, SRES, GRI, CRS**

Call or Text: (808) 286-5256

Office: (808) 593-9826

eFax: (808) 356-1503



3555 Harding Ave Suite 202 Honolulu, Hawaii 96816

[cbdavis@caronb.com](mailto:cbdavis@caronb.com) | [www.caronbrealty.com](http://www.caronbrealty.com)

Connect with us!

