

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

July Quarterly Newsletter

*Your Update on the Oahu Real Estate Market  
& the Neighbor Islands*





Aloha, I hope everyone is figuring out ways to enjoy the summer in this new normal. To my mainland and Australia clients, friends, and family, I had hoped to be able to see you soon but with the increase in COVID-19 cases across the country and testing shortages, Hawaii has delayed the quarantine waiver for travel by one month to September 1<sup>st</sup>.

I want to share a saying that is important to Doug and me and the way we live our lives: "Be the architect of your life. Design it exactly as you want it." We try to design our lives in such a way that we can dedicate time and effort to our success at work, while also allowing us to have personal time with each other, family, and friends. I've written before about how important it is that we take time out of our busy schedules to do things that bring us happiness.

At our team meeting earlier this month, I shared an exercise with my agents that got them to think about what they enjoy in their lives and how they can incorporate those things on a regular basis. I'll share the exercise with you and encourage you to try it as well. I learned it from a life coach and mentor I worked with many years ago, Dr. Fred Grosse from New Zealand. The idea is to recognize things that you enjoy doing in your life and to keep them present.

To help you plan these activities, you can give them values of 10, 25, 50, and 100. A 10 is something like a daily coffee in the morning or daily exercise. It could be something you do each day to make you feel happy, productive, or accomplished. A 25 is something that you might do weekly; it should be something that you truly look forward to. For me, I've recently started doing a private Pilates class with my best friend and the satisfaction it brings me helps push me through long workdays. A 50 is something that's done about once a month. During different times, it may have been a monthly dinner with friends or a fancy date night out. For me these days, it's fresh flowers from the Big Island. I have found the most beautiful anthuriums from a farmer's market in Manoa that last a month; so, each month you'll find me there getting new ones because I love having fresh flowers in my home. Finally, there's the 100 and this can be a bit tricky, especially now. Typically, it would be travel-related but now it might be a staycation. It's really any kind of big event that you'd only do once or twice a year. After you've identified your activities, it's important that you schedule time for them. Sometimes when we're busy or life gets hectic, we eliminate the fun because we don't realize how much value it actually brings to our lives and how essential it can be to being productive and successful.

# 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*

Here is a quick update on what's being going on in the real estate market during the past month. Real estate sales for June were down this year compared to last year, but we are seeing increases in month-over-month sales. Total sales increased by 22.3% from May to June and there was a 13.6% increase in new listing May to June. In the luxury market, the number of single-family home sales is holding steady at 24 for the third month in a row; condo sales increased from 2 in May to 5 in June.

Despite increases in new listings, there continues to be a shortage of inventory. This, combined with low interest rates, is fueling buyers' high demand for homes. If you've thought about selling your home but you're not sure whether it's the right move for you right now, please reach out to me. I'd be happy to discuss your options and the market in your area.

During last week's Facebook Live video, I had an incredibly informative conversation with Brenda Mitchell from Bank of Hawaii about lending opportunities and forbearance. Brenda is the Vice President and Executive Loan Officer at Bank of Hawaii, and she has been one of the top three lenders in Hawaii for the past 10+ years. She has funded nearly \$2 billion in loans during her career and specializes in jumbo loans and self-employed borrowers. You can watch the video [here](#) or read a transcript of the conversation [here](#), but I wanted to give a quick overview of what I learned.

- The mortgage industry has been really busy lately; the drop in rates has fueled buyer interest, as well as refinances
- The best rates are for 30-year fixed mortgages right now; the rates for 5-year or 7-year products are also lower and are good for investors
- Deciding whether or not to refinance depends on several factors including whether or not you have other debt that you could consolidate, and how large your loan is
- There are different options and creative solutions for getting funding
- Forbearance is a good option for anyone truly experiencing a hardship but can affect your ability to get financing in the future

The most important thing is that everyone's situation is different and it's very important to work with a trusted lender who really understands your situation and can guide you through the process. I've worked with Brenda and absolutely recommend her; if you want to discuss your options with her, please reach out to me and I'll put you in touch.

In this newsletter you will find an update on the real estate of Oahu. In this month's property management section, we're sharing a home maintenance checklist that's a great guide to remind you when home tasks need to be attended to. For those who are able to get outside on hikes and local trips, there's an article that has app suggestions for all things outdoor activity-related, from trail guides to nearby restaurants. You will also find buyer statistics and top sales for the neighbor islands.

And as always, please contact me directly with any questions you may have. We are here to serve you!

Warm Aloha,  
Caron



# June Oahu Real Estate Statistics

## Luxury Real Estate Statistics

<i>June 2020</i>	<i>Single Family</i>	<i>Condo</i>
Highest Recorded Sale	\$6,000,000	\$4,575,000
Median Sales Price	\$1,824,950	\$1,850,000
Total Closed Sales	24	5
Average Days on Market	95	137

## Real Estate Statistics

<i>June 2020</i>	<i>Single Family</i>	<i>Condo</i>
Median Sales Price	\$770,000	\$421,500
<i>Percentage Change</i>	<b>-3.8%</b>	<b>-2.5%</b>
Total Closed Sales	302	312
<i>Percentage Change</i>	<b>-7.6%</b>	<b>-34.0%</b>
Median Days on Market	20	40

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

*Press release on next page*



# June Oahu Real Estate Statistics

“While total sales are down compared to the same time last year, month-over-month sales increased, according to resales figures released today by the Honolulu Board of REALTORS®. Total combined sales were down by 23.3% compared to June 2019; however, from May to June 2020, total sales increased by 22.3%.”

“The month-over-month improvement indicates our market is steadily strengthening as the state reopens,” said Tricia Nekota, president, Honolulu Board of REALTORS®. “With interest rates at record lows, it’s an opportune time for buyers. We also continue to see pent up demand and low inventory creating advantageous conditions for sellers.’ Single-family home sales were down by 7.6% compared to the same time last year but increased 21.8% from May. The median sales price declined by 3.8% to \$770,000 compared to June last year. New listings fell short of 2019 by 14.6%, but again saw a month-over-month gain of 13.6%.”

“Condominium sales remained sluggish, with June sales down 34.0% compared to the same time last year. Month-over-month sales activity saw an improvement with closed sales up 22.8%. New condo listings were down by 20.8% year-over-year, but up by 17.5% from May to June. Sales declines occurred across all price ranges. “Although unemployment is high and the impacts of COVID-19 are far from over, real estate remains a bright spot as an economic driver to help our community recover,’ added Nekota. Year-to-date, single-family home sales are at 95% of where they were last year, and condo sales are at 78% of 2019 sales. Median prices have been stable –single-family homes saw a 1.3% rise to \$785,000, and condos saw a 2.1% increase to \$427,750.”

*Information obtained from the Honolulu Board of REALTORS*

# Luxury Sale of the Second Quarter

## *Highest Sold Single Family Home*



### **Beachside, Kailua**

*6 bedrooms | 5 baths | 3 half baths | 7,365 square feet living | 2.52 acres of land*

**Why this property is spectacular:** This oceanfront estate, designed by Fritz Johnson, sits in front of one of the most beautiful beaches on the island. With garden, mountain, ocean, and sunrise views, this is a dream Hawaii home; the Obamas' vacation home is just five minutes away.

**Sold at:** \$18,700,000 to a family from California.

*Source: State Tax Office & Bureau of Conveyances*

*Picture from Honolulu Board of Realtors*



# Luxury Sale of the Second Quarter

## *Highest Sold Condominium*



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

*2 bedrooms | 2 baths | 1 half bath | 2,024 square feet living*

**Why this property is spectacular:** Two walls of floor-to-ceiling windows offer incredible views of Ala Moana Beach Park from this corner unit of Park Lane. The building offers luxury amenities and is located in one of the best spots in Honolulu.

**Sold at:** \$5,850,000 to an investor from Hong Kong.

*Source: State Tax Office & Bureau of Conveyances*

*Picture from Honolulu Board of Realtors*



# Oahu Buyer Statistics

## January-March 2020



TITLE GUARANTY  
HAWAII

## BUYER STATISTICS OAHU | JAN-MAR 2020

### TOP FOREIGN & U.S. BUYERS

#### TOP FOREIGN BUYERS

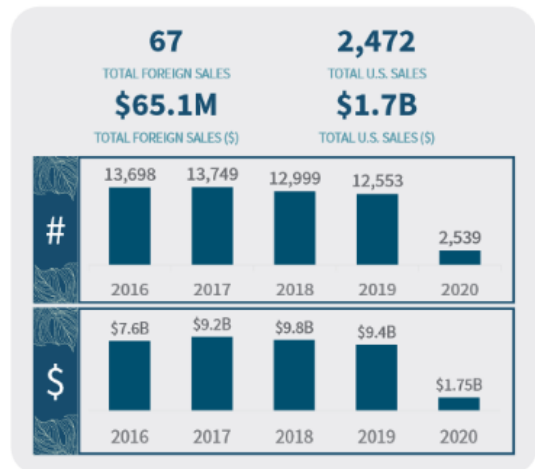


#### TOP STATES BY NO. OF SALES

- Hawaii (HI) : 2,230
- California (CA) : 107
- Washington (WA) : 16
- Texas (TX) : 15
- New Jersey (NJ) : 14
- New York (NY) : 12
- Utah (UT) : 10
- Oklahoma (OK) : 7
- Colorado (CO) : 7
- Illinois (IL) : 6

#### TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$1.5B
- California (CA) : \$90.2M
- Washington (WA) : \$11.6M
- Utah (UT) : \$10.2M
- Texas (TX) : \$7.7M
- New Jersey (NJ) : \$7.6M
- New York (NY) : \$6.9M
- Colorado (CO) : \$6.2M
- Vermont (VT) : \$6.0M
- Oklahoma (OK) : \$5.9M



#### TOP BUYERS BY TOTAL NO. OF SALES (2017-2020)



Note: % changes vs. same period of previous year

#### TOP BUYERS BY REGION



##### NORTH SHORE

↑ 19 | ↑ \$14.9M  
HI (↑ 19 | ↑ \$14.9M)

2 | \$3.1M  
NEW ZEALAND (1 | \$2.8M)  
INDONESIA (1 | \$329.0K)

##### LEEWARD

↑ 664 | ↑ \$397.7M

HI (↑ 609 | ↑ \$370.3M)  
CA (↑ 19 | ↓ \$7.6M)  
NJ (6 | \$2.9M)  
WA (↑ 4 | ↑ \$2.6M)  
AZ (↑ 3 | ↑ \$2.2M)

↓ 2 | ↓ \$844.0K  
JAPAN (↓ 1 | ↓ \$499.0K)  
HONG KONG (1 | \$345.0K)

##### CENTRAL

↓ 449 | ↑ \$253.1M

HI (↓ 419 | ↑ \$237.6M)  
CA (↑ 9 | ↑ \$4.9M)  
TX (4 | ↑ \$1.8M)  
NJ (3 | ↑ \$2.5M)  
NV (2 | \$1.0M)

1 | \$1.8M  
SINGAPORE (1 | \$1.8M)



■ <\$5M 
 ■ \$5M - \$20M 
 ■ \$20M - \$40M 
 ■ \$40M - \$100M 
 ■ >\$100M

##### HONOLULU

↓ 1,011 | ↑ \$697.1M

HI (↑ 895 | ↑ \$609.8M)  
CA (↓ 61 | ↓ \$48.6M)  
NY (↓ 9 | ↓ \$5.7M)  
WA (↓ 8 | ↓ \$5.9M)  
CO (↓ 5 | ↑ \$5.2M)

↓ 61 | ↓ \$58.2M  
JAPAN (↓ 43 | ↓ \$35.2M)  
KOREA (↓ 6 | ↓ \$5.1M)  
CANADA (↓ 4 | ↓ \$2.7M)  
NEW ZEALAND (↑ 3 | ↑ \$995.0K)  
SINGAPORE (2 | \$11.8M)

##### EAST HONOLULU

↓ 26 | ↓ \$39.5M

HI (↓ 20 | ↓ \$35.6M)  
CA (↓ 4 | ↓ \$2.7M)  
WA (1 | ↓ \$823.5K)  
MD (1 | ↓ \$366.0K)

##### WINDWARD

↑ 303 | ↑ \$282.1M

HI (↑ 268 | ↑ \$228.9M)  
CA (↑ 14 | ↑ \$26.4M)  
TX (↑ 5 | ↑ \$3.1M)  
UT (↓ 3 | ↑ \$8.2M)  
AK (2 | \$4.1M)

↓ 1 | ↓ \$1.1M  
CANADA (1 | \$1.1M)

# Property Management



*Ask the  
Expert*

**PROPERTY MANAGEMENT TIPS  
WITH DOUG DAVIS  
REALTOR/BROKER**

WWW.CARONBREALTHY.COM/PROPERTYMANAGEMENT

## Home Maintenance Checklist

Doug Davis oversees our updated, full service property management program and has a wealth of knowledge on all things property management. We are proud to have a team with different specialties who can help our clients with their unique rental needs.

This month, we're sharing a Home Maintenance Checklist to help you keep track of the tasks around your home and often they need to be done. Click [here](#) to view and download.

Our Property Management team helps property owners secure their investment properties, as well as running comprehensive background and reference checks on applicants. For more information about the Concierge Property Management Services at Caron B Realty, please call Doug Davis at (808) 596-4883 or email [concierge@caronb.com](mailto:concierge@caronb.com)

# Outdoor Activity Apps



Wiliwilinui Ridge Trail is a 4.5 mile heavily trafficked out and back trail located near Honolulu, Oahu, Hawaii that offers the chance to see wildlife and is rated as moderate. [Show More](#)

If you're planning any outdoor adventures this summer, you'll want to check out some of the apps this article suggests. From trail suggestions to take-out recommendations, these apps will help you enjoy your vacation. Click [here](#) to read about the apps.



# Virtual Food Drive



Text VFD26 to 71777

Msg & data rates may apply

Main > Caron B Realty International

## Hawaii Foodbank Virtual Food Drive



Giving back has always been an important part of our values and we have decided to give back by donating to Hawaii Foodbank. Our team has previously conducted multiple food drives to support the food bank. Each time we meet virtually, by phone, or in-person socially distancing with an individual or a family to initially discuss their real estate needs and help them move forward with their plans, we pledge to donate 10 meals to the food bank to help feed those who are struggling right now. We must do everything we can to support our community, as this is what will carry us through COVID-19.

We are proud to say that we donated 280 meals in June. If you would like to help with our fundraiser, you can donate [here](#).



# Kaula'i

## THE GARDEN ISLE



TITLE GUARANTY  
HAWAII

## BUYER STATISTICS KAUAI | JAN-MAR 2020

### TOP FOREIGN & U.S. BUYERS

#### TOP FOREIGN BUYERS

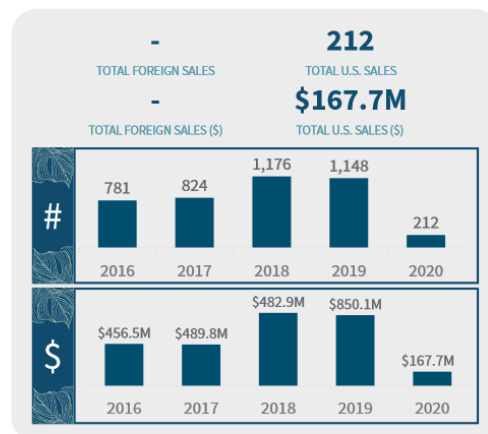
NO FOREIGN BUYERS

#### TOP STATES BY NO. OF SALES

1. Hawaii (HI) : 139
2. California (CA) : 44
3. Colorado (CO) : 4
4. Texas (TX) : 3
5. Florida (FL) : 3
6. Illinois (IL) : 2
7. Utah (UT) : 2
8. Wyoming (WY) : 2
9. Wisconsin (WI) : 2
10. Washington (WA) : 1

#### TOP STATES BY \$ AMOUNT

1. Hawaii (HI) : \$82.1M
2. California (CA) : \$55.4M
3. Nevada (NV) : \$6.3M
4. Colorado (CO) : \$3.6M
5. Florida (FL) : \$2.8M
6. Iowa (IA) : \$2.6M
7. Texas (TX) : \$2.5M
8. Wisconsin (WI) : \$1.9M
9. Illinois (IL) : \$1.7M
10. Arkansas (AR) : \$1.5M

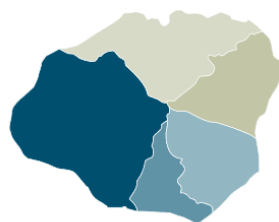


#### TOP BUYERS BY TOTAL NO. OF SALES (2017-2020)



Note: % changes vs. same period of previous year

#### TOP BUYERS BY REGION



WAIMEA	
↑ 14	↑ \$5.9M
HI (↑ 10   ↑ \$3.4M)	
TX (1   ↑ \$995.0K)	
FL (1   \$575.0K)	
CO (1   \$501.5K)	
CA (1   \$425.0K)	

LIHUE	
↓ 37	↓ \$19.0M
HI (↓ 28   ↓ \$14.0M)	
CA (↓ 5   ↓ \$1.4M)	
IA (1   \$2.6M)	
MI (1   \$389.0K)	
CO (1   \$383.0K)	

KOLOA	
↑ 68	↑ \$59.8M
HI (↑ 42   ↑ \$23.7M)	
CA (↑ 16   ↑ \$27.8M)	
FL (↑ 2   ↑ \$2.2M)	
IL (2   \$1.7M)	
UT (↓ 1   ↓ \$1.2M)	



KAWAIHAU	
↑ 59	↑ \$45.1M
HI (↑ 45   ↑ \$30.0M)	
CA (↓ 8   ↑ \$10.8M)	
AR (1   \$1.5M)	
TX (1   \$815.0K)	
KS (1   \$750.0K)	

HANALEI	
↓ 34	↓ \$38.0M
CA (↓ 14   ↓ \$15.1M)	
HI (↑ 14   ↑ \$11.1M)	
NV (1   ↑ \$6.3M)	
CO (1   ↑ \$1.7M)	
WI (1   ↑ \$1.4M)	

<\$5M    \$5M - \$20M    \$20M - \$40M  
 \$40M - \$100M    >\$100M

# Luxury Sale of the Second Quarter

## *Highest Sold Single Family Home*



### **Hanalei**

*10 bedrooms | 8 bathrooms | 5,185 square foot interior*

**Why this property is spectacular:** This property sits on Hanalei Bay and has beautiful ocean and mountain views. Additionally, it's a short drive from the Princeville Resort.

**Sold at:** \$36,750,000 in April before listing.

*Source: State Tax Office & Bureau of Conveyances*

*Picture Courtesy of Realtor.com*



# Luxury Sale of the Second Quarter

## *Highest Sold Condominium*



### **Princeville**

*2 bedrooms | 2 bathrooms | 1,646 square foot interior*

**Why this property is spectacular:** Located above Hideaways Beach, this property offers beautiful Bali Hai sunset and Mount Makana views. This vacation rental was recently upgraded and sold fully furnished; it provides easy access to Hanalei Bay and Princeville Resort.

**Sold at:** \$1,600,000 in April after 67 days on market.

*Source: State Tax Office & Bureau of Conveyances*

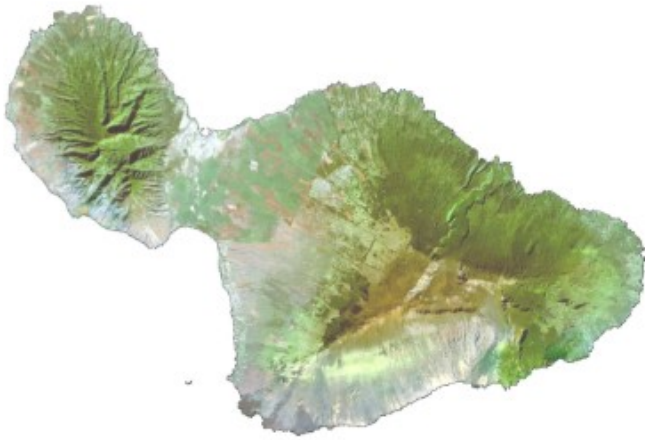
*Picture Courtesy of Redfin.com*



# CrossFit Founder's Home



In January, CrossFit founder Greg Glassman listed his 11-acre Kauai property for \$9.5 million. There are two separate properties, which can be purchased together or separately for \$7 million and \$2.5 million. The oceanfront property sits on Kuna bay and features stunning views and 100 coconut trees. The home previously belonged to actor Sam Worthington and has hosted several celebrities as short term guests. Click [here](#) for more pictures.



# Maui

## THE VALLEY ISLE



TITLE GUARANTY  
HAWAII

## BUYER STATISTICS MAUI | JAN-MAR 2020

### TOP FOREIGN & U.S. BUYERS

#### TOP FOREIGN BUYERS

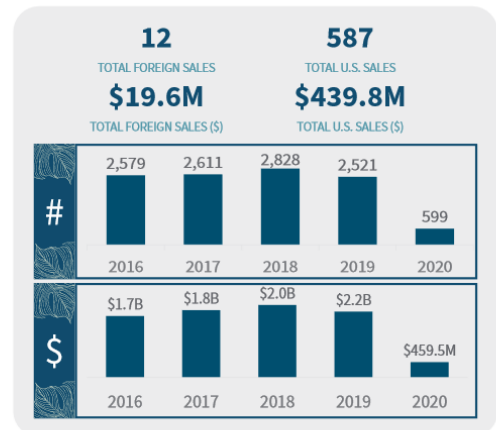


#### TOP STATES BY NO. OF SALES

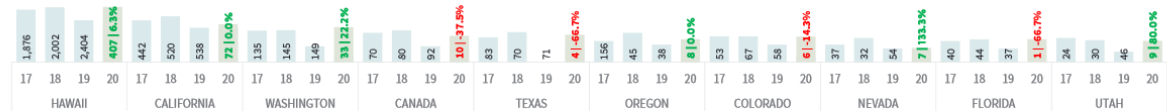
- Hawaii (HI) : 407
- California (CA) : 72
- Washington (WA) : 33
- Utah (UT) : 9
- Oregon (OR) : 8
- Nevada (NV) : 7
- Colorado (CO) : 6
- Arizona (AZ) : 6
- Texas (TX) : 4
- Illinois (IL) : 4

#### TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$262.9M
- California (CA) : \$68.0M
- Washington (WA) : \$35.6M
- Nevada (NV) : \$11.5M
- Idaho (ID) : \$10.5M
- Oregon (OR) : \$9.3M
- Utah (UT) : \$5.8M
- Arizona (AZ) : \$5.5M
- Texas (TX) : \$5.3M
- Illinois (IL) : \$4.9M

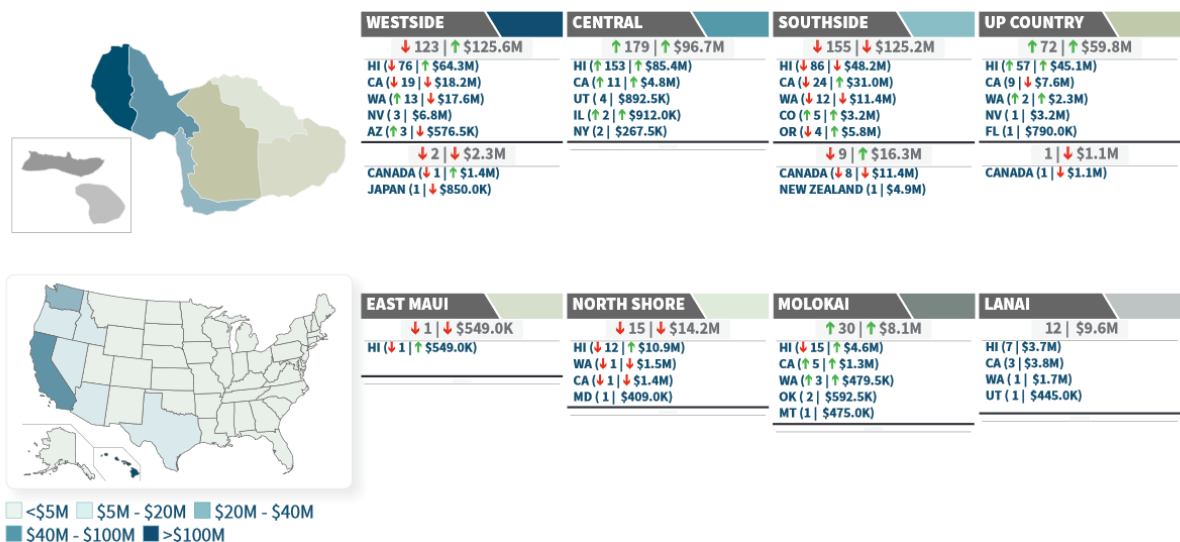


#### TOP BUYERS BY TOTAL NO. OF SALES (2017-2020)



Note: % changes vs. same period of previous year

#### TOP BUYERS BY REGION





# Luxury Sale of the Second Quarter

## *Highest Sold Single Family Home*



### **Kihei**

*3 bedrooms | 4 bathrooms | 3,101 square feet interior | 16,758 square feet land*

**Why this property is spectacular:** This oceanfront property boasts sweeping ocean views. 2013 renovations include PV-powered electrical system and Koa wood features and accents; the outside features a pool, spa, and brick pizza oven.

**Sold at:** \$4,600,000 in April after 238 days on the market.

*Source: State Tax Office & Bureau of Conveyances*

*Picture Courtesy of Realtor.com*

# Luxury Sale of the Second Quarter

## *Highest Sold Condominium*



### **Kihei**

*3 bedrooms | 3 bathrooms | 1 half bath | 2,934 square foot interior*

**Why this property is spectacular:** Part of Wailea Beach Villages, this villa has incredible ocean and neighbor island views. The complex offers luxury amenities including concierge services, multiple pools and entertainment lounges, and a fitness center.

**Sold at:** \$6,895,000 in June after 123 days on market.

*Source: State Tax Office & Bureau of Conveyances*

*Picture Courtesy of Redfin.com*



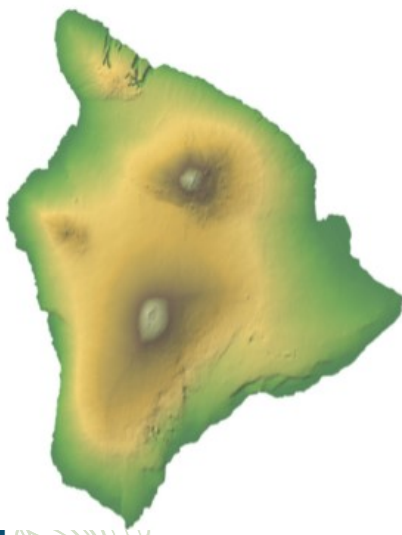
# Continental Mills Founder's Home



In March, the founder of a bakery goods company listed his Maui home for \$12.99 million. This Balinese-contemporary home was designed by architect Jim Niess and is located near the homes of Steven Tyler and PayPal founder Peter Thiel. The property boasts about 300 feet of ocean frontage on Ahihi Bay. Click [here](#) for more information.

*Pictures courtesy of MansionGlobal.com*





# Hawaii

## THE BIG ISLAND



TITLE GUARANTY  
HAWAII

## BUYER STATISTICS HAWAII | JAN-MAR 2020

### TOP FOREIGN & U.S. BUYERS

#### TOP FOREIGN BUYERS



1. Canada  
↓ 8 | ↑ \$6.1M



2. Japan  
↑ 4 | ↑ \$7.3M



3. Korea  
2 | \$766.5K



4. Norway  
1 | \$1.3M



5. Austria  
1 | \$277.0K

#### TOP STATES BY NO. OF SALES

1. Hawaii (HI) : 646
2. California (CA) : 145
3. Washington (WA) : 37
4. Texas (TX) : 23
5. Oregon (OR) : 22
6. Colorado (CO) : 22
7. Nevada (NV) : 17
8. Alaska (AK) : 15
9. Utah (UT) : 15
10. Arizona (AZ) : 13

#### TOP STATES BY \$ AMOUNT

1. Hawaii (HI) : \$248.6M
2. California (CA) : \$160.8M
3. Washington (WA) : \$19.0M
4. Colorado (CO) : \$18.1M
5. Texas (TX) : \$16.2M
6. Nevada (NV) : \$13.2M
7. New York (NY) : \$12.9M
8. Arizona (AZ) : \$9.6M
9. Oregon (OR) : \$9.2M
10. Utah (UT) : \$8.6M

16

TOTAL FOREIGN SALES

**\$15.7M**

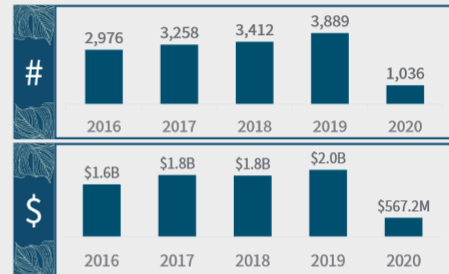
TOTAL FOREIGN SALES (\$)

1,020

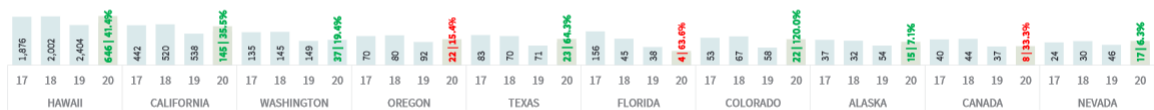
TOTAL U.S. SALES

**\$551.5M**

TOTAL U.S. SALES (\$)



#### TOP BUYERS BY TOTAL NO. OF SALES (2017-2020)



Note: % changes vs. same period of previous year

#### TOP BUYERS BY REGION



##### NORTH KOHALA

↑ 21 | ↑ \$15.5M

HI (↑ 11 | ↑ \$4.0M)  
CA (↑ 3 | ↑ \$3.7M)  
NM (2 | \$330.0K)  
NY (1 | \$2.2M)  
CO (↓ 1 | ↑ \$1.8M)

1 | \$211.8K  
CANADA (1 | \$211.8K)

##### KONA

↓ 20 | ↓ \$7.1M

HI (↓ 12 | ↓ \$4.1M)  
CA (↓ 6 | ↓ \$2.4M)  
MI (1 | \$555.0K)  
AZ (1 | \$85.0K)

##### KOHALA COAST

↑ 498 | ↑ \$410.3M

HI (↑ 278 | ↑ \$157.4M)  
CA (↑ 91 | ↑ \$141.1M)  
WA (↑ 27 | ↑ \$17.8M)  
TX (↑ 14 | ↑ \$14.8M)  
OR (↑ 12 | ↓ \$6.5M)

↑ 11 | ↑ \$13.9M  
CANADA (↓ 6 | ↑ \$5.9M)  
JAPAN (↑ 4 | ↑ \$7.3M)  
KOREA (1 | \$750.0K)

##### KAU

↑ 53 | ↑ \$9.5M

HI (↑ 38 | ↑ \$6.6M)  
NV (3 | \$780.0K)  
CO (3 | \$492.0K)  
AK (3 | \$435.0K)  
CA (2 | ↑ \$511.0K)

##### PUNA

↑ 282 | ↑ \$44.1M

HI (↑ 188 | ↑ \$28.0M)  
CA (↑ 32 | ↑ \$6.0M)  
WA (↑ 10 | ↑ \$1.2M)  
CO (↑ 8 | ↑ \$1.4M)  
TX (↑ 7 | ↑ \$799.1K)

↑ 2 | ↑ \$293.5K  
AUSTRIA (1 | \$277.0K)  
KOREA (1 | \$16.5K)

##### HILO

↑ 130 | ↑ \$57.4M

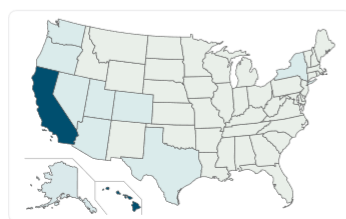
HI (↑ 109 | ↑ \$44.8M)  
CA (↑ 9 | ↑ \$6.2M)  
NV (↓ 3 | ↑ \$822.4K)  
UT (↑ 2 | ↑ \$2.1M)  
OR (2 | \$209.0K)

2 | \$1.3M  
NORWAY (1 | \$1.3M)  
CANADA (1 | \$37.0K)

##### HAMAKUA

↑ 16 | ↑ \$7.6M

HI (↑ 10 | ↑ \$3.7M)  
CA (2 | \$981.0K)  
OR (1 | \$1.1M)  
ID (1 | \$819.0K)  
CO (1 | \$650.0K)



<\$5M  
 \$5M - \$20M  
 \$20M - \$40M  
 \$40M - \$100M  
 >\$100M

# Luxury Sale of the Second Quarter

## *Highest Sold Single Family Home*



### **Kailua-Kona**

*5 bedrooms | 5 bathrooms | 1 half bath | 6,069 square foot interior*

**Why this property is spectacular:** This architecturally designed, custom residence features a stunning infinity pool with views of the coastline. It's a short drive to the white, sandy beach of Ku'a Bay.

**Sold at:** \$13,200,000 in June after 76 days on market.

*Source: State Tax Office & Bureau of Conveyances*

*Picture Courtesy of Redfin.com*



# Luxury Sale of the Fourth Quarter

## *Highest Sold Condominium*



### **Kailua-Kona**

*4 bedrooms | 4 bathrooms | 1 half bath | 3,111 square foot interior*

**Why this property is spectacular:** Located in Hapuna Beach Residences, part of Mauna Kea Resort, this contemporary beach condo offers luxury and beachfront living.

**Sold at:** \$3,995,000 in June before listing.

*Source: State Tax Office & Bureau of Conveyances*

*Picture Courtesy of Redfin*



# Kona-Kohala Coast Resort Properties



The demand for resort properties on the Kona-Kohala coast of the Big Island has exploded. The number of sales above \$5 million increased from 17 in 2018 to 29 in 2019. Although the demand is strong, there are issues to consider such as the possibilities of volcanic activity and conflicts between land owners and resorts. Click [here](#) to read about the properties. If you would like an update on these properties in the current market, please reach out to me.

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

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

*"As a business owner and a new home buyer, Caron and her firm has truly made the experience great for me and my family. Her business ethics, care, and understanding is top notch. Caron's knowledge for the industry is reverberated by the passion and care she shows her clients. What a wonderful experience and business. This is how all businesses should be like!" -W.S., Buyer*

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!

