

CARON B REALTY
INTERNATIONAL

High Tech, High Care, High Results

January Quarterly Newsletter

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



CARON B REALTY INTERNATIONAL

High Tech, High Care, High Results



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Aloha,

I hope everyone is having a fantastic start to your new year. Gong Xi Fa Cai to all who celebrate Lunar New Year!

As noted by the Board of Realtor's report, 2022 was a year of transition for Oahu real estate. Inflation, interest rate hikes, continued low inventory, and other factors drove year-end median prices above those of 2021, while sales and new listings declined.

While the market was down 20% overall, our business at Caron B Realty increased by 20%. 2022 was my personal best of 33 years in the business. We had multiple record-breaking sales of luxury properties across neighborhoods. I want to extend a thank you to all our clients, friends, and the people who have referred us business. I truly appreciate the confidence you have in me and my team at Caron B Realty.

The experience, knowledge and wisdom that I have gained through my years in business, and especially the pivoting learned during Covid, allowed us to adapt and help clients through these changing times and help position their real estate portfolios. I am so proud of the team and what they accomplished this year. One of our agents was nominated for National Association of Realtors' 30 Under 30. It was also the best sales year in her career with over \$12M in closings. Another agent celebrated her 10th anniversary with Caron B Realty. There are so many other successes we have recognized, and I am so grateful to work with such a hardworking and dedicated team. Our team is also committed to helping the community. Between the donations from their weekly appointments and the generous donations from our clients, we have given over 10,000 meals to Hawaii FoodBank.

In December, the luxury market saw a decrease in sales for both homes and condos. The number of home sales is still above what we used to see pre-pandemic, while the condo market continues to be variable. Notably, condos sold very quickly in December, the fastest they have sold since May 2022.

SFH

There were 30 luxury home sales at or above \$1.8M, a 40% decrease from December of 2021. This is, however, a notable increase from last month. The median price was \$2,377,000, an 11.9% decrease compared to last December. Homes sold after an average of on 40 days on market. Price per square foot was \$988.02. Homes sold for 96.1% of their asking price, on average, and 33% of them sold at or above asking price.

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December 2022 vs 2021 for SFH \$1.8M+

- #sold: 30 vs 50 in 2021 vs (40% decrease)
- Median price: \$2,377,000 vs \$2,700,000 in 2021 (11.9% decrease)
- DOM: 40 vs 33 in 2021 (7 days slower)
- Listing/sold ratio: 96.1% vs 101.5% in 2021
- % sold at or above asking: 33% at or above listing vs 66% in 2021
- Price per sq ft: \$988.02 vs \$1230.72 in 2021 (19.7% decrease)

Condos

There were 9 luxury condo sales in December, a 35.7% decrease December of last year. The median price was \$2,150,000, a 28.3% decrease over last year. On average, condos received 95.5% of their asking price and sold after 35 days on market, 151 days faster than December 2021. The average price per square foot for luxury condos was \$1,664.71, 13.4% lower than last year.

December 2022 vs 2021 for Condos \$1.8M+

- #sold: 9 vs 14 in 2021 (35.7% decrease)
- Median price: \$2,150,000 vs \$2,999,500 in 2021 (28.3% decrease)
- DOM: 35 vs 186 in 2021 (151 days faster)
- Listing/sold ratio: 95.5% vs 94.9% in 2021
- % sold at or above asking: 22% at or above listing vs 35% in 2021
- Price per sq ft: \$1,664.71 vs. \$1,923.01 in 2021 (13.4% decrease)

In this newsletter you will find an update on the real estate of Oahu and our neighbor islands. In the property management section, Doug writes about what to do if a tenant has broken the lease and snuck in a pet. You can listen to an NPR LifeKit episode about making better connections at networking events and read about the latest kitchen gadgets and smart home tech. We also share ideas for celebrating Valentine's Day. Finally, you'll find an update on the luxury market for the neighbor islands and luxury properties and activities there.

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

Warm Aloha,
Caron

December Oahu Real Estate Statistics

Luxury Real Estate Statistics

<i>December 2022</i>	<i>Single Family</i>	<i>Condo</i>
Highest Recorded Sale	\$8,800,000	\$4,400,000
Median Sales Price	\$2,377,000	\$2,150,000
Total Closed Sales	30	9
Average Days on Market	40	35

Real Estate Statistics

<i>December 2022</i>	<i>Single Family</i>	<i>Condo</i>
Median Sales Price	\$1,049,500	\$502,500
<i>Percentage Change</i>	-0.05%	+3.6%
Total Closed Sales	202	360
<i>Percentage Change</i>	-46.6%	-39.3%
Median Days on Market	25	21

"According to resales figures released today by the Honolulu Board of REALTORS®, 2022 data shows single-family home sales fell 23.2% and condos declined 11.8% compared to 2021. As inflation and interest rates continued to skyrocket, the year-end median price was \$1,105,000 and \$510,000 for single-family homes and condos, respectively. Both increased from a year ago."

Overview of 2022 Year End Stats

"In 2022, O'ahu's real estate market was marked by transition. The year began similarly to 2021 with intense competition among buyers, with mortgage rates still hovering near historic lows and ended with headwinds when these rates rapidly and sharply rose. Key highlights included:

Continued on next page

December Oahu Real Estate Statistics

-In the second quarter of 2022, 63% of single-family homes and 44% of condos closed above the original asking price.

- In May, the single-family home market set a record median price of \$1,153,500; in June, the condo market hit a record median of \$534,000.

- Mortgage rates continued to rise through the year, with average rates reaching the 7% range in late October and ending 2022 in the mid-6% range.

- In the fourth quarter, the percentage of properties sold above the original asking price had dropped to 29% of single-family home sales and 25% of condo sales"

"While O'ahu's real estate market started the year strong, the steep rise in interest rates and fluctuation in inventory are shifting the market dynamic,' says Fran Villarmia-Kahawai, president of the Honolulu Board of REALTORS®. 'Although buyers face higher financing costs, they now have more options to choose from, and competition isn't as fierce.'"

"With the single-family home median sales price holding above \$1 million throughout the year, sales volume saw a significant decline in 2022 as mortgage rates more than doubled from the previous year. The year ended with 3,474 single-family home sales, a 23.2% year-over-year decline. The year-end median price climbed to \$1,105,000, an 11.6% increase compared to the 2021 annual median price of \$990,000."

"In 2022, condo sales also fell, ending the year with 6,353 closed sales and down by 11.8%. Year-end sales were still well above pre-pandemic sales volume dating back to 2007. The condo market ended the year with an annual median sales price of \$510,000, up 7.4% from a year ago."

"Closed sales by price range were mixed. Single-family home sales in the \$1,300,000 to \$1,599,999 price range increased by 11%, while the most significant decline occurred in the \$600,000 to \$899,999 range, where sales were down by 47% compared to 2021. At year-end, the condo market showed a 19% dip in sales at the \$699,999 and below range. However, condos sold in the \$700,000 and up range jumped by 15% compared to the prior year."

"All regions experienced a decline in sales for both markets. The 'Ewa Plain saw 207 fewer single-family home sales year-over-year, marking a 23% decline for the area. Similar decreases impacted the Kāne'ōhe and Diamond Head regions by 34.4% and 31.1%, respectively. Similarly, all areas saw a drop in condo sales except for the North Shore, where condo sales were up by 17.2% compared to 2021."

Continued on next page

December Oahu Real Estate Statistics

" Seller and buyer activity waned over the year, with the year-end new listings down 13.5% for single-family homes and 8.7% for condos. Still, properties moved quickly, with a year-end median days on the market of 12 days for both markets."

"'We're experiencing a real estate market in transition,' added Villarmia-Kahawai. 'The best thing home buyers and sellers can do is work with a REALTOR® to understand and navigate the changes.'"

Overview of December 2022 Stats

"Year-over-year sales for single-family homes plummeted 46.6%, while condo sales were down 39.3%. However, sales picked up since November 2022, with single-family home and condo sales rising 5.2% and 5.9%, respectively. The median sales price for a single-family home dipped slightly to \$1,049,500, while the median condo sales price rose to \$502,500. With fewer closings and contracts signed, active inventory remained higher than a year ago but continued to fall behind pre-pandemic levels. Year-over-year active inventory for single-family homes was up by 93.2%, while condos gained 23.7%."

"While active inventory remained well below pre-pandemic levels, more single-family homes and condos were available across the island in varying price ranges. In the single-family home market, the \$800,000 to \$999,999 range saw a whopping 225% increase, with 143 listings available at the end of the year compared to just 44 listings in December 2021. In the condo market, active inventory most significantly increased primarily in the mid to upper price ranges. Year-over-year, active inventory in the \$400,000 to \$1,999,999 price range rose by 50%."

"New listing activity slowed, with a 33.1% drop for single-family homes and a 29.6% slump for condos. Buyer activity also waned, with pending sales down more than 40% in both markets. Single-family home contract signings fell 41.5%, and condos declined 43.4%, marking the ninth consecutive month of decreases."

"The percent of original list price received continued to dwindle, with single-family home sellers receiving a median of 96.7% of their asking price in December 2022, falling from 102.1% last year. In the condo market, the median percentage of the original list price received was 98.5% compared to 100.0% in December 2021."

"Single-family homes sold in December were on the market for a median of 25 days, more than double the time spent on the market compared to last year. Condos saw a median of 21 days on the market, about a week longer than in December 2021."

Luxury Sale of the Month

Highest Sold Single-Family Home



Hawaii Loa Ridge, Diamond Head

5 bedrooms | 6.5 bathrooms | 7,643 square feet living | 29,292 sq ft land

Why this property is spectacular: Enjoy stunning Ocean, City, and Mountain views as far as the eyes can see! Indoor/outdoor resort living at its best with multiple covered lanais overlooking the new saltwater heated infinity pool/spa. On an over 29,000 sq/ft rim lot, this award-winning, classic and elegant 8,000 sq ft main house, has all ensuite bedrooms, and cool and breezy open-air living. A separate guest quarter can be used as an office, private gym, nanny, or private guest quarters. Mindful of our carbon footprint, it has a new roof, energy-efficient windows/sliders, and 76 owned PV panels.

Sold at: \$8,800,000 after 27 days on market to local buyers.

Luxury Sale of the Month

Highest Sold Condominium



Waiea, Kaka'ako

4 bedrooms | 4.5 baths | 3,250 square feet living

Why this property is spectacular: This 4 bedroom, 4.5 bath home offers a contemporary open-concept floor plan complete with a double-height atrium, luxury finishes, and large expansive lanais on each level. Enjoy your own private walkway entry directly from your parking stalls and a spectacular sky lanai with ocean and harbor views, as well as two spacious storage units. You'll have full access to Waiea's unparalleled resort-like amenities including concierge and an infinity edge lap pool. Enjoy luxury living at its finest, in close proximity to the beach, in the heart of Ward Village's retail and dining experience.

Sold at: \$4,400,000 after 8 days on market to local buyers.

Source: State Tax Office & Bureau of Conveyances

Picture from Honolulu Board of Realtors

Oahu Statistics

December 2022



TITLE GUARANTY
HAWAII

OAHU

RESIDENTIAL SALES REPORT DECEMBER 2022

ISLAND SALES

Single Family Condominium

AVERAGE LIST PRICE



\$1.4 M \$587.2 K

AVERAGE SOLD PRICE



\$1.3 M \$577.2 K

MAX SOLD PRICE



\$8.8 M \$4.4 M

% OF LIST
PRICE RECEIVED



97.61% 98.30%

AVERAGE PRICE PER SQFT



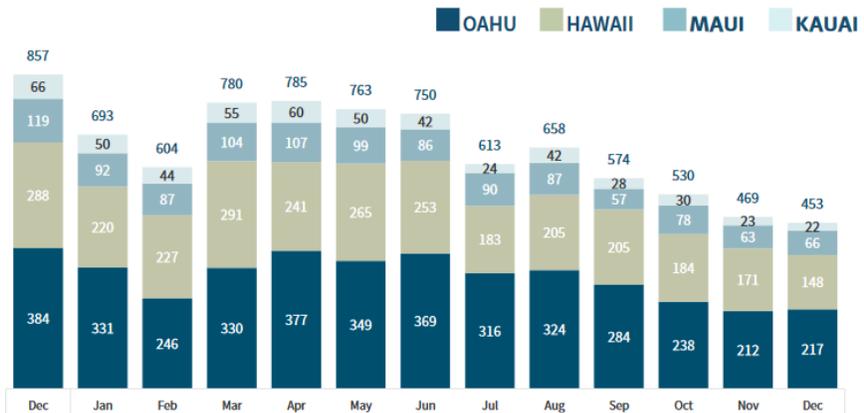
\$629.60 \$648.21

MEDIAN DOM



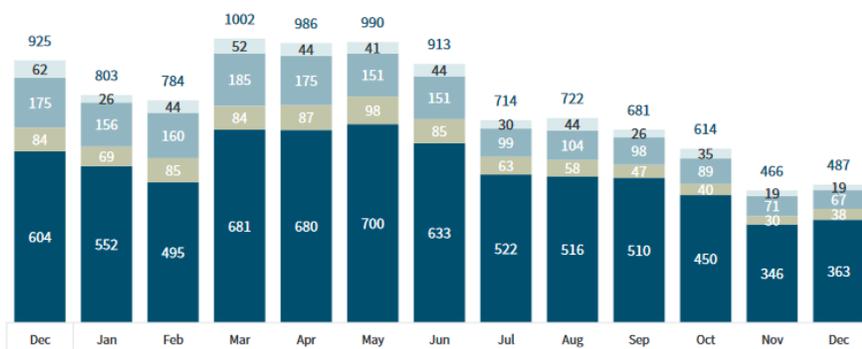
25 20

SINGLE FAMILY HOMES



OF SALES **217** ↑ 2.4% VS. LAST MONTH ↓ 43.5% VS. LAST YEAR
 MEDIAN SALES PRICE **\$1,040,000** ↓ 7.1% VS. LAST MONTH ↓ 1.2% VS. LAST YEAR
 TOTAL \$ OF SALES **\$286,673,756** ↓ 0.6% VS. LAST MONTH ↓ 43.0% VS. LAST YEAR

CONDOMINIUM



OF SALES **363** ↑ 4.9% VS. LAST MONTH ↓ 39.9% VS. LAST YEAR
 MEDIAN SALES PRICE **\$500,000** ↑ 4.2% VS. LAST MONTH ↑ 3.1% VS. LAST YEAR
 TOTAL \$ OF SALES **\$209,514,161** ↑ 2.3% VS. LAST MONTH ↓ 44.1% VS. LAST YEAR

Property Management



Ask the Expert

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

WWW.CARONBREALETY.COM / PROPERTYMANAGEMENT

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, Doug has written about what to do if a tenant has broken their lease by sneaking in a pet. [Click here](#) to read the blog.

When you're ready, reach out to us to about our concierge management services. 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

Making Better Connections at Networking Events



Conferences and networking events have resumed...and so has the dislike of networking. But it doesn't have to be all bad. Networking expert Robbie Samuels spoke to NPR's LifeKit about how he approaches these events "with a philosophy of abundance and giving away knowledge when I can." Listen [here](#).

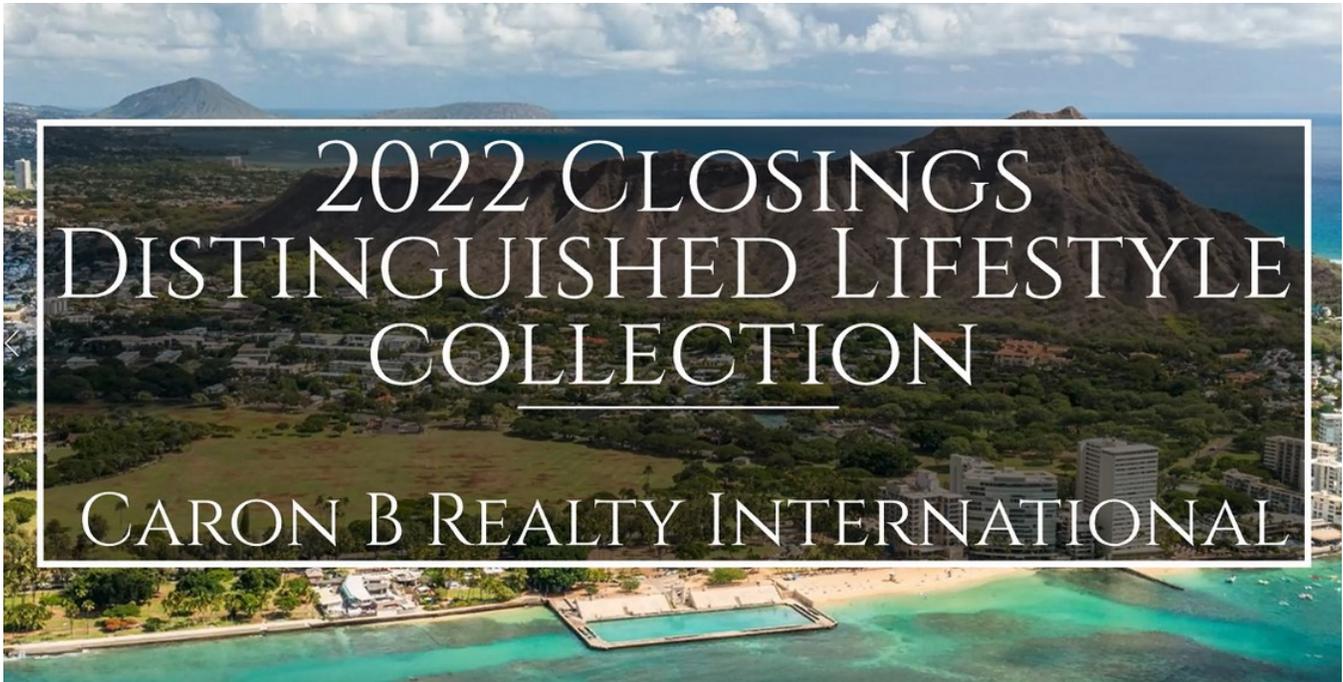
Kitchen Gadgets & Smart Tech for 2023



Do you need a fridge with color changing doors that light up to match your mood? Probably not but it certainly is flashy. The annual Consumer Electronics Show took place in Las Vegas earlier this year and many brands debuted their latest gadgets and smart tech including upgraded smart ovens, smart cutting boards, and a fresh food keeper. [Click here](#) to see all the new tech.

Picture courtesy of CNET.com

2022 Distinguished Lifestyle Collection Sales



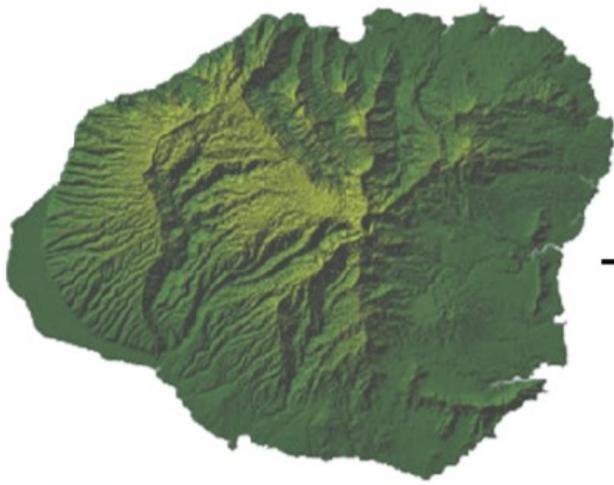
These properties come from our Distinguished Lifestyle Collection and feature the record-breaking sales our company had last year. Thank you to our clients for your continued trust in us as your real estate partners! Watch the video [here](#).

Valentine's Day Activities



Here are some suggestions for celebrating Valentine's Day

*Links to a variety of activities from cruises to horseback riding to couple's massages. See the list [here](#). *50 restaurants across the island had special menus to celebrate last year and likely will again. See the list [here](#). *Honolulu Magazine has put together a list of concerts spanning genres and locations to keep celebrating all spring long. See the list [here](#).



Kaua'i

THE GARDEN ISLE



TITLE GUARANTY
HAWAII

KAUAI

RESIDENTIAL SALES REPORT DECEMBER 2022

ISLAND SALES

Single Family Condominium

AVERAGE LIST PRICE



\$3.5 M \$867.8 K

AVERAGE SOLD PRICE



\$2.8 M \$852.7 K

MAX SOLD PRICE



\$18.1 M \$2.5 M

% OF LIST PRICE RECEIVED



81.11% 98.26%

AVERAGE PRICE PER SQFT



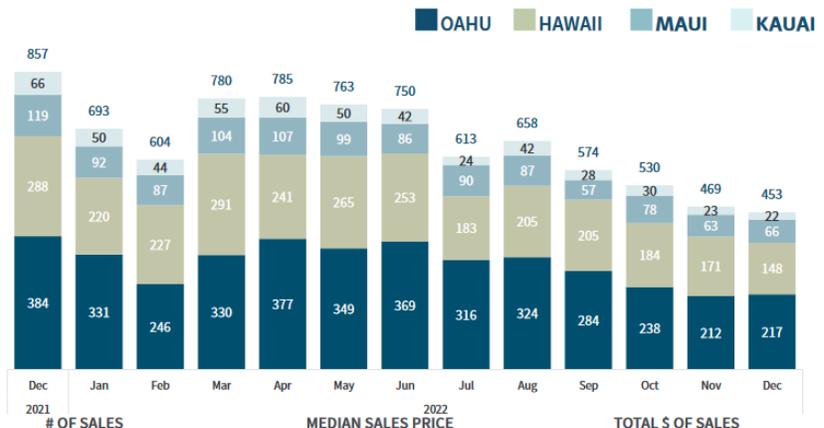
\$1,069 \$805

AVERAGE DOM



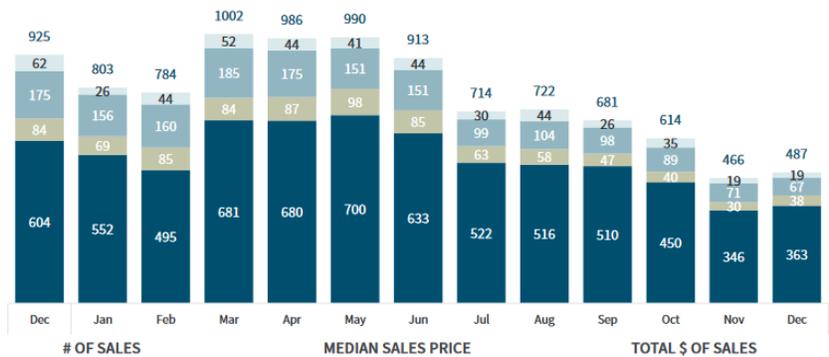
75 48

SINGLE FAMILY HOMES



OF SALES **22** MEDIAN SALES PRICE **\$1,468,254** TOTAL \$ OF SALES **\$62,499,417**
 ↓ 4.3% VS. LAST MONTH ↓ 11.0% VS. LAST MONTH ↑ 38.6% VS. LAST MONTH
 ↓ 66.7% VS. LAST YEAR ↓ 9.6% VS. LAST YEAR ↓ 49.1% VS. LAST YEAR

CONDOMINIUM



OF SALES **19** MEDIAN SALES PRICE **\$749,000** TOTAL \$ OF SALES **\$16,201,000**
 ↓ 69.4% VS. LAST YEAR ↑ 0.5% VS. LAST MONTH ↑ 25.5% VS. LAST YEAR
 ↑ 22.0% VS. LAST MONTH ↓ 60.6% VS. LAST YEAR

Luxury Sale of the Fourth Quarter

Highest Sold Single Family Home



Hanalei

4 bedrooms / 4 bathrooms / 4,694 square feet interior / 225+ acres land

Why this property is spectacular: The Hanalei Bison Ranch consists of over 225 acres of riverfront land made up of 4 individual parcels of varying topography. The property includes one residential dwelling, set high on a bluff with incredible views of Hanalei valley, mountains and the ocean. In addition to the home, there are also 2 barns, 4 wells, and the ability to build at least four more residential dwellings and two additional guest houses. There are currently bison, fish and fruit being grown and raised on site.

Sold at: \$18,100,000 in December after 385 days on market to an investor from New York.

Source: State Tax Office & Bureau of Conveyances

Picture Courtesy of Redfin.com

Luxury Sale of the Fourth Quarter

Highest Sold Condominium



Koloa Landing at Poipu Beach, Koloa Beach

3 bedrooms | 3 bathrooms | 1,724 square feet interior

Why this property is spectacular: This is the pinnacle of island resort living, offering mountain, ocean horizon, and tropical resort views in every direction. Amenities include three Pools and five Jacuzzis, two ocean access walkways, the Spa at Koloa Landing, and more. This fully furnished unit features ceiling to floor glass pocket window doors, gourmet chef's kitchens with Wolf & Subzero appliances, and indoor/outdoor living with lanai.

Sold at: \$13,750,000 in July after 4 days on market to a couple from New York.

Newly Built Hanalei Home Lists for \$24M



Film producer Scott Sloan and his wife are selling their 5,800 sq ft North Shore home. Designed by architect Kevin A. Clark, it has vaulted ceilings, Ipe wood decks and floors, and sliding glass doors to the outdoor living area. This property originally contained the local landmark known as the Bounty House; it was moved and sold for \$3.55M in 2018. Read more [here](#).

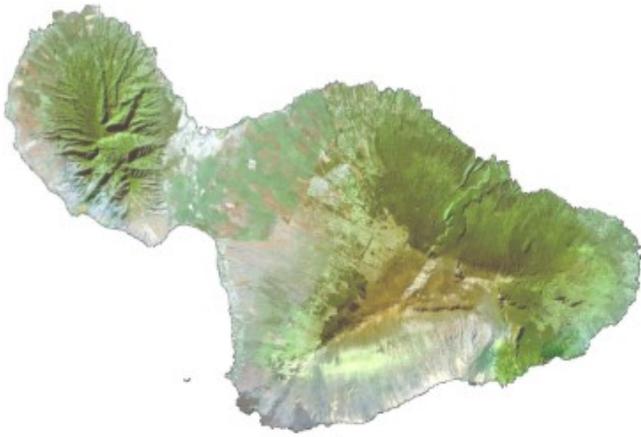
Picture courtesy of MansionGlobal.com

Kauai Home Tour



San Francisco-based architecture firm Zak Architecture and interior designer Catherine Kwong teamed up to bring their clients' vision to life. This Hanalei home features indoor-outdoor living, a walnut-faced kitchen, thoughtfully sourced artwork, and a design that incorporates the landscape and views. Read more and see photos [here](#).

Picture courtesy of ArchitecturalDigest.com



Maui

THE VALLEY ISLE



TITLE GUARANTY
HAWAII

MAUI

RESIDENTIAL SALES REPORT DECEMBER 2022

ISLAND SALES

Single Family Condominium

AVERAGE LIST PRICE



\$1.4 M \$1.0 M

AVERAGE SOLD PRICE



\$1.3 M \$988.2 K

MAX SOLD PRICE



\$5.3 M \$6.2 M

% OF LIST PRICE RECEIVED



95.77% 98.31%

AVERAGE PRICE PER SQFT



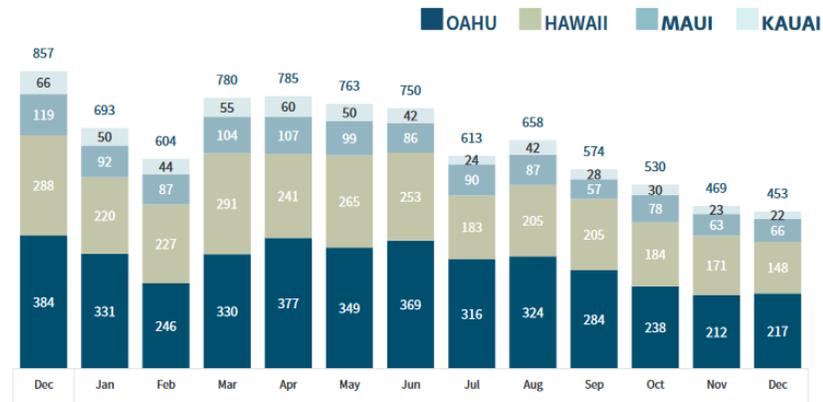
\$804.30 \$1,056.09

AVERAGE DOM



136 83

SINGLE FAMILY HOMES



2022
OF SALES **66** (↑ 4.8% VS. LAST MONTH, ↓ 44.5% VS. LAST YEAR)
MEDIAN SALES PRICE **\$1,081,250** (↑ 5.5% VS. LAST MONTH, ↓ 1.7% VS. LAST YEAR)
TOTAL \$ OF SALES **\$86,698,700** (↑ 2.8% VS. LAST MONTH, ↓ 54.4% VS. LAST YEAR)

CONDOMINIUM



2022
OF SALES **67** (↓ 5.6% VS. LAST MONTH, ↓ 61.7% VS. LAST YEAR)
MEDIAN SALES PRICE **\$770,000** (↓ 9.4% VS. LAST MONTH, ↑ 10.0% VS. LAST YEAR)
TOTAL \$ OF SALES **\$66,207,999** (↓ 30.6% VS. LAST MONTH, ↓ 67.2% VS. LAST YEAR)

Luxury Sale of the Fourth Quarter

Highest Sold Single Family Home



Makena, Kihei

5 bedrooms | 8 bathrooms | 8,395 square feet interior | 1.09 acres of land

Why this property is spectacular: This James Colt masterpiece is beyond a typical smart home strengthened with quality steel construction and impeccable attention to detail complimented by mature tropical landscaping and fruit bearing trees. Amenities include Smart Glass privacy & elegance, elevator, Pedini Italian one-of-a-kind curved kitchen cabinetry with additional butler pantry, Wolfe & Miele appliances, Nanawall sliding glass doors & windows, Porcelanosa Spain embraces the porcelain walls.

Sold at: \$28,500,000 in October after 205 days on market to investors from Washington state.

*Source: State Tax Office & Bureau of Conveyances
Picture Courtesy of Redfin.com*

Luxury Sale of the Fourth Quarter

Highest Sold Condominium



Wailea Beach Villages, Kihei

3 bedrooms | 3.5 bathrooms | 2,931 square feet interior

Why this property is spectacular: This ground level Villa has an ocean view and single level living that features one of the largest garden areas, complete with private plunge pool. This palatial unit feels like an ocean front home, boasting dual zero edge pocketing doors to capitalize on the indoor outdoor lifestyle, and a one car garage. Wailea Beach Villas has two swimming pools and spas, billiards room, ping-pong, owner's lounge, fitness center and resort amenities, and more.

Sold at: \$11,575,000 in November after 56 days on market to a family from Texas.

*Source: State Tax Office & Bureau of Conveyances
Picture Courtesy of Makenagolfandbeachclub.com*

\$32.76M Makena Mansion Sold



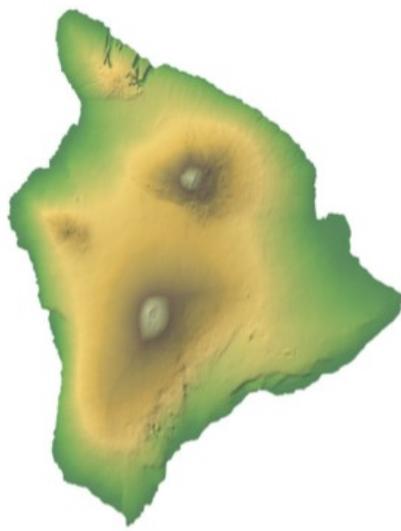
This modern home was designed by Maui architect Rich Ryniak. A special feature is its 1,500 sq ft for top terrace with Jacuzzi and stunning ocean views. This is the highest sale recorded in the island's MLS; other sales not in MLS have been higher. This property sold in under a month. [Click here](#) to learn more and see photos.

Picture courtesy of MakenaModernMaui.com

Increase in Out-of-State Buyers



More Hawaii homes were purchased by out-of-state buyers in the first 9 months of 2022 than the same period in 2021 as well as 2020. Most of these purchases are for second homes and investment properties. On Maui and Kauai, the share of homes bought by local residents is increasing. 30% of homes sales in Maui County were to out-of-state buyers. Foreign buyers continue to purchase Maui homes, particularly from Canada, Germany, and Australia. Learn more [here](#).



Hawaii

THE BIG ISLAND



TITLE GUARANTY
HAWAII

HAWAII

RESIDENTIAL SALES REPORT DECEMBER 2022

ISLAND SALES

Single Family Condominium

AVERAGE LIST PRICE



\$709.2 K \$784.5 K

AVERAGE SOLD PRICE



\$689.8 K \$774.1 K

MAX SOLD PRICE



\$2.8 M \$3.3 M

% OF LIST PRICE RECEIVED



97.26% 98.67%

AVERAGE PRICE PER SQFT



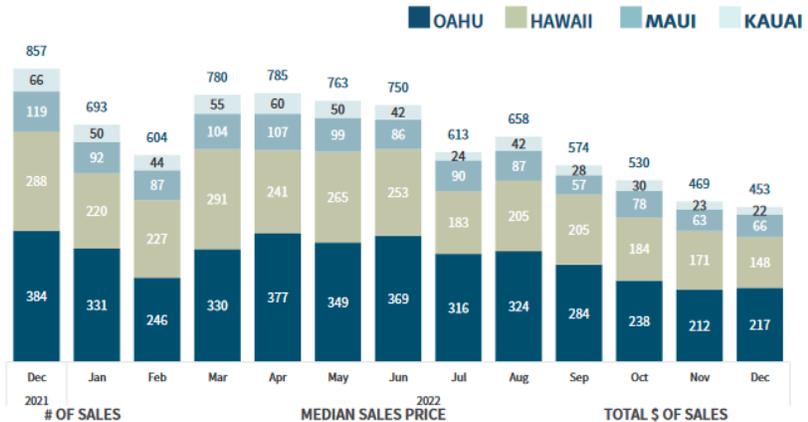
\$421.04 \$679.78

AVERAGE DOM



58 36

SINGLE FAMILY HOMES

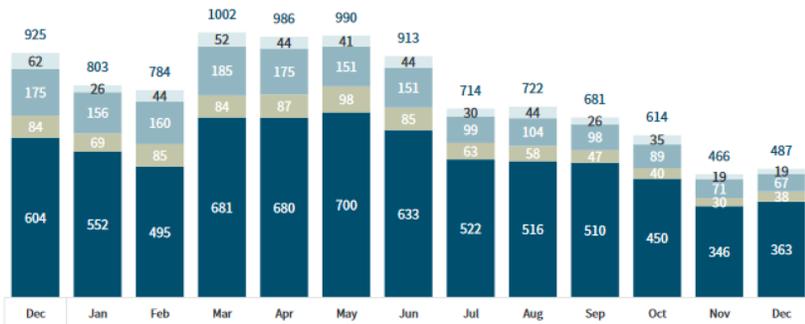


OF SALES **148** ↓ 13.5% VS. LAST MONTH
↓ 48.6% VS. LAST YEAR

MEDIAN SALES PRICE **\$481,250** ↓ 2.8% VS. LAST MONTH
↓ 8.3% VS. LAST YEAR

TOTAL \$ OF SALES **\$102,088,466** ↓ 25.2% VS. LAST MONTH
↓ 63.3% VS. LAST YEAR

CONDOMINIUM



OF SALES **38** ↑ 26.7% VS. LAST MONTH
↓ 54.8% VS. LAST YEAR

MEDIAN SALES PRICE **\$592,500** ↑ 25.1% VS. LAST MONTH
↑ 22.5% VS. LAST YEAR

TOTAL \$ OF SALES **\$29,415,200** ↑ 9.4% VS. LAST MONTH
↓ 54.7% VS. LAST YEAR

Luxury Sale of the Fourth Quarter

Highest Sold Single Family Home



Ke Kailani

4 bedrooms | 4.5 bathrooms | 4,542 square feet interior | 1.28 acres land

Why this property is spectacular: A rare offering combining a prime location, stunning ocean, mountain and fairway views with renowned Rohn Marvick's open Hawaiian design and the finest materials and appointments. Brazilian Mahogany hardwood floors, inlaid with artist petroglyph border in the office, African and Sepele wood ceilings, and Mahogany shutters. The dramatic water feature, a sugar cane "kettle" pot graces the entrance to the great room, with its soaring ceilings and direct access to the deep covered lanai, BBQ and Wet bar to the infinity pool.

Sold at: \$9,999,500 in November after 174 days on market to an investor from Chicago.

*Source: State Tax Office & Bureau of Conveyances
Picture Courtesy of Realtor.com*

Luxury Sale of the Fourth Quarter

Highest Sold Condominium



Villas at Mauna Kea, Kamuela

3 bedrooms | 2.5 bathrooms | 2,684 square feet interior

Why this property is spectacular: Over 4,000 sf of indoor/outdoor living, situated on a knoll with ocean/sunset and coastline views. This unit offers oversized rooms, swimming pool, private gated courtyard, detached garage, and a short stroll to the Mauna Kea Beach Hotel and Kauna'oa Bay's beach. Totally renovated in 2010, including replacement of air conditioning, addition of photovoltaic power, addition of 3rd bedroom, outdoor shower for primary bath, new pool deck and all new furniture/décor inside and out.

Sold at: \$5,695,000 in November before listing to an investor from Washington state.

Postmates Co-Founder's \$11.25M Kailua-Kona Home



Bastian Lehmann, founder of the food delivery service Postmates, is selling his Kailua-Kona home for \$11.25M. This property, recently renovated and selling fully furnished, was designed in 2005 by Zak Architecture from San Francisco. The home is part of the Hualalai Resort; it sits on a one acre lot and has ocean views. Read more about the property [here](#).

Picture courtesy of MansionGlobal.com

Waimea Cherry Blossom Heritage Festival



The 27th Waimea Cherry Blossom Heritage Festival takes place on February 1st from 9am-3pm at various locations. There will be a tree display, vendors, cooking demos, quilt show, entertainment, keiki activities, and more. Learn more and see a map [here](#).

We'd love to hear from you...

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

"If you are looking to sell a luxury property, look no further. Caron exceeded expectations on every aspect. She got us a full price offer in just 8 days, while other brokers were quoting \$400,000 less on suggested list price. Caron and her team truly have their process perfected. They know how to stage and show case your home to attract the right buyer fast. She delivered on everything she promised and more. Having someone that so clearly knew exactly what to do really relieved my stress level. Selling a luxury home can be stressful, but not with Caron and her team. I've been a Hawaii mortgage broker for 17 years and have never seen such quality work from a realtor. There was even a last-minute hiccup with the buyer, but Caron smoothed it out almost immediately. She is kind and personable, but also a shark when needed. This is exactly the person you want representing you in a high value transaction. I honestly cannot thank Caron and her team enough. I hope this review helps guide you. Do not be fooled by cheap flat fee brokers. You will get your value, plus some, with Caron." – J.S.

Surpassing customer needs is a high priority for us.

Please contact us with your questions, feedback and insights.



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