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# GUAM REAL ESTATE MARKET OUTLOOK 2023

What's in store for Guam commercial real estate this year?

# STATE OF GUAM REAL ESTATE INDUSTRY

- Construction Activity – Military Construction
- Tourism Related Real Estate
- 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

14 November 2022

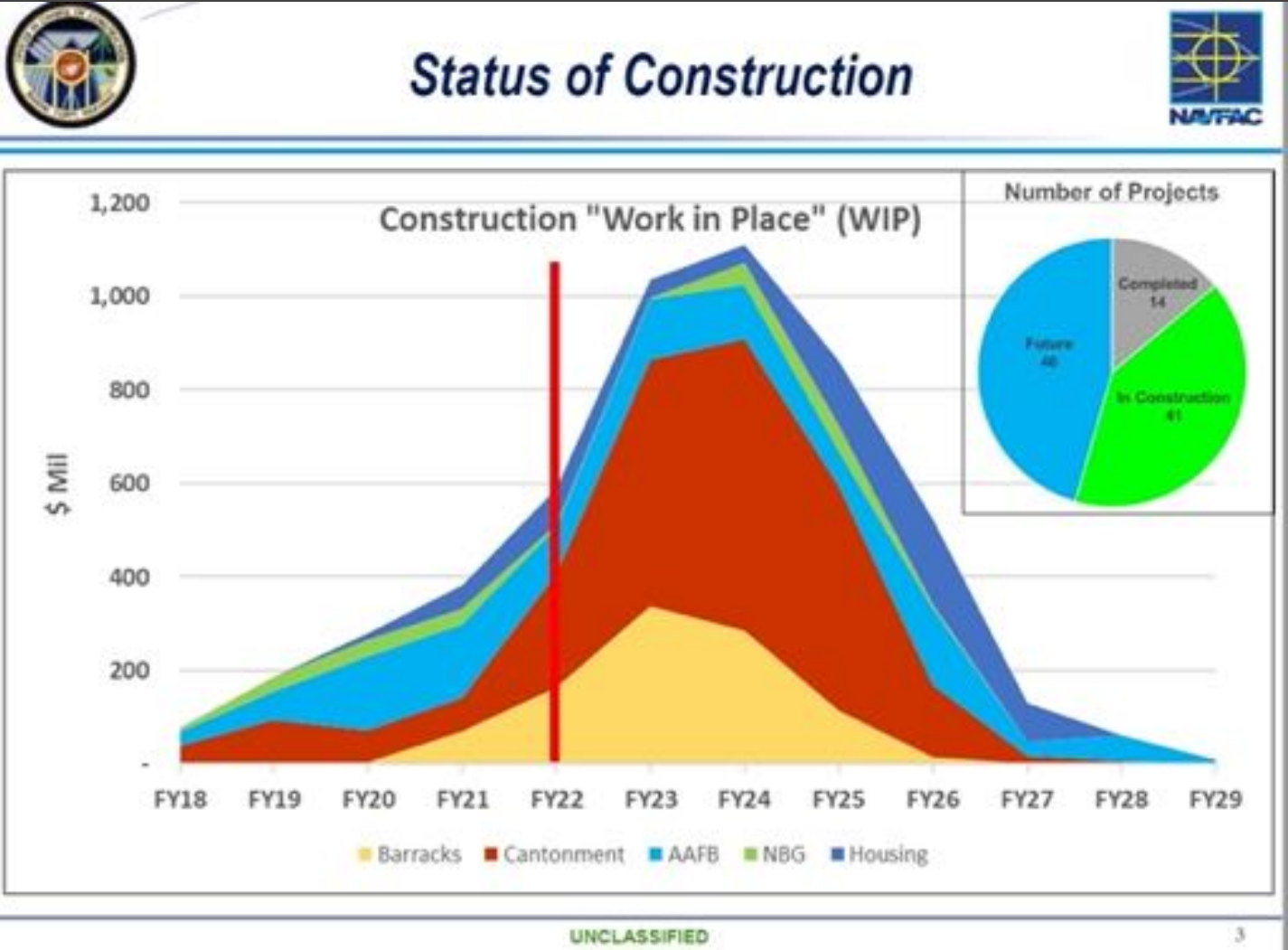
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**SAME**  
Guam Post

**The GUAM**  
Industry Forum  
2022



# MILITARY CONSTRUCTION ACTIVITY ON GUAM

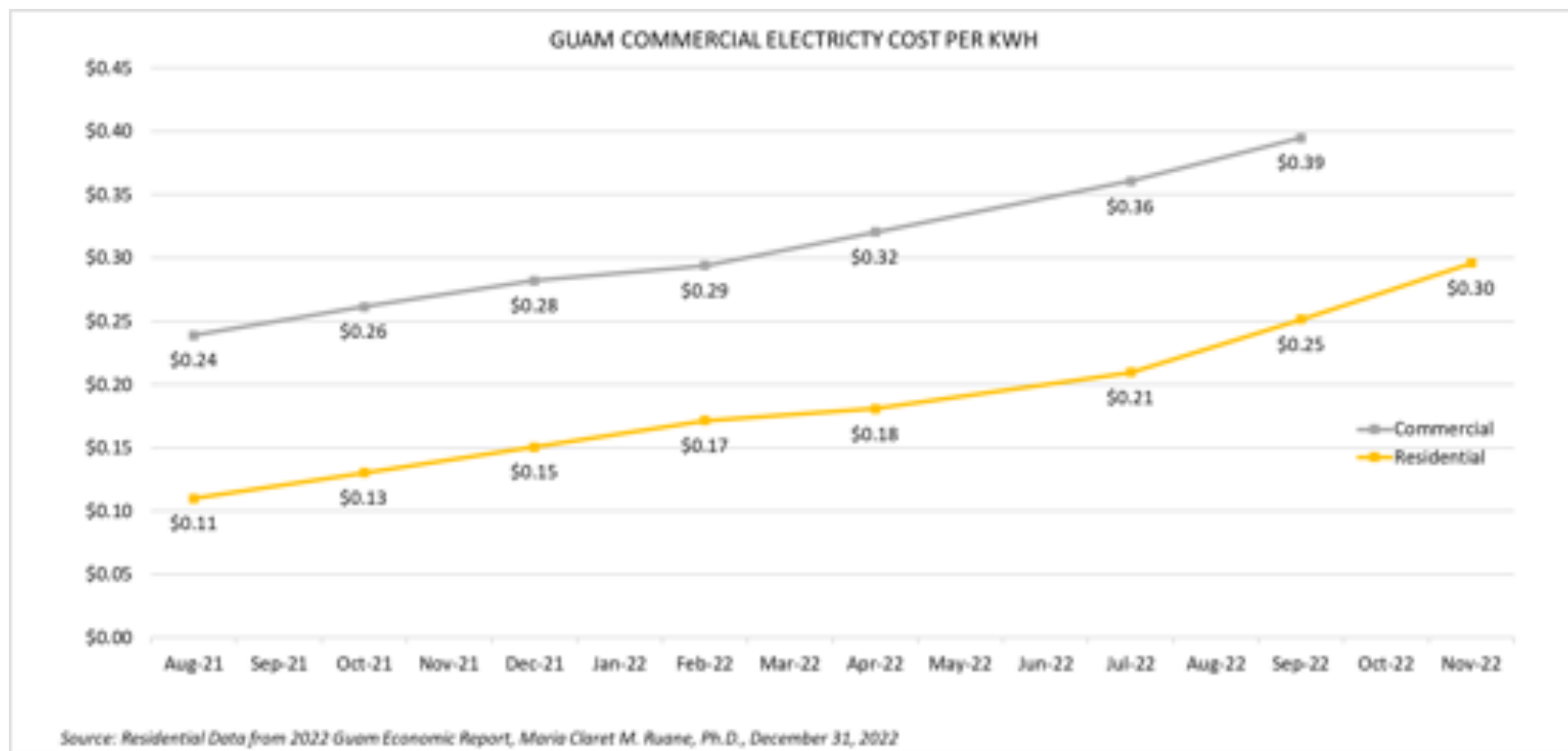


# TOURISM RELATED REAL ESTATE

- Gross Revenue Significantly Below Pre Pandemic
- Power Cost Skyrocketing
- Labor Issues

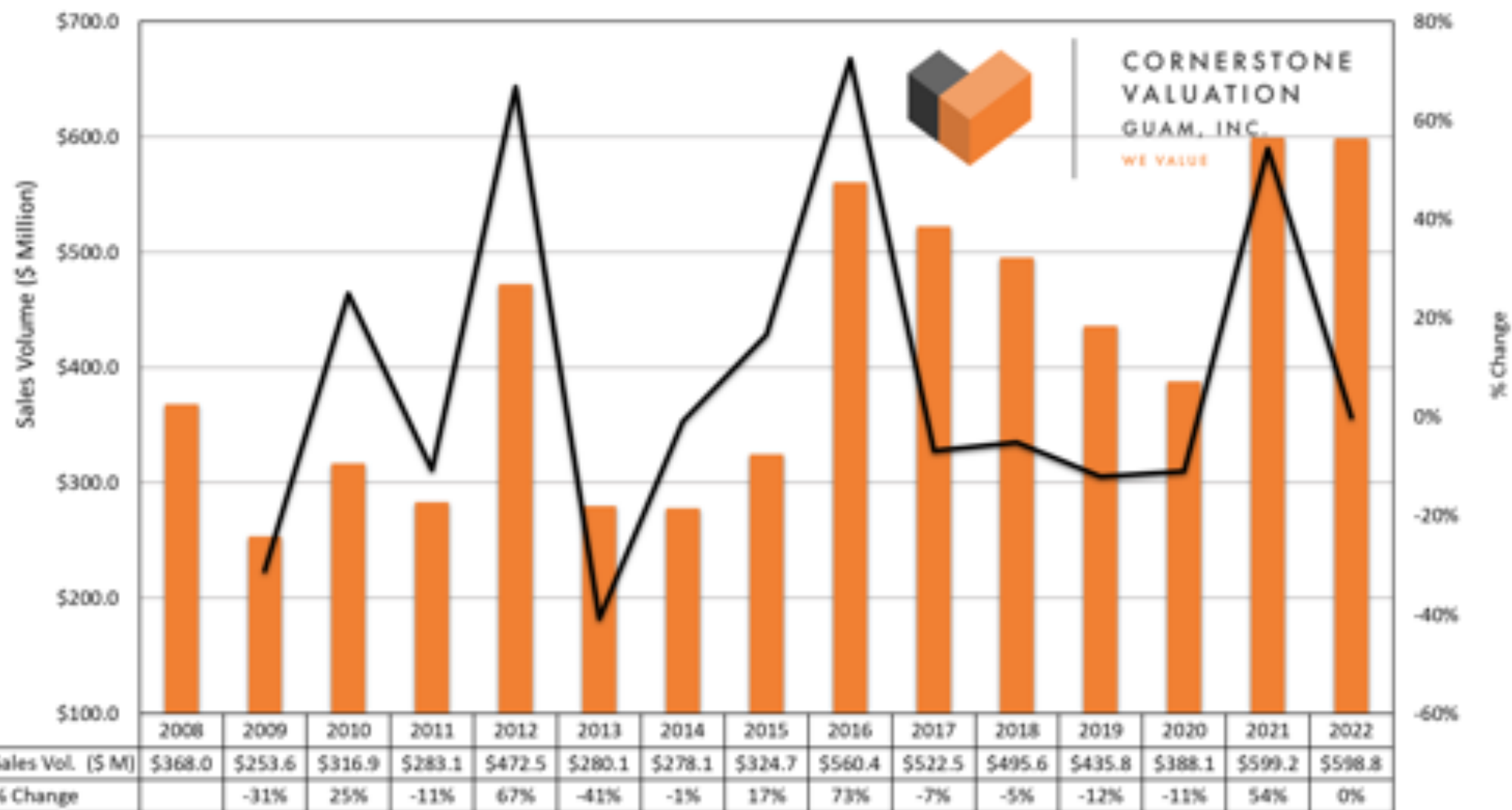


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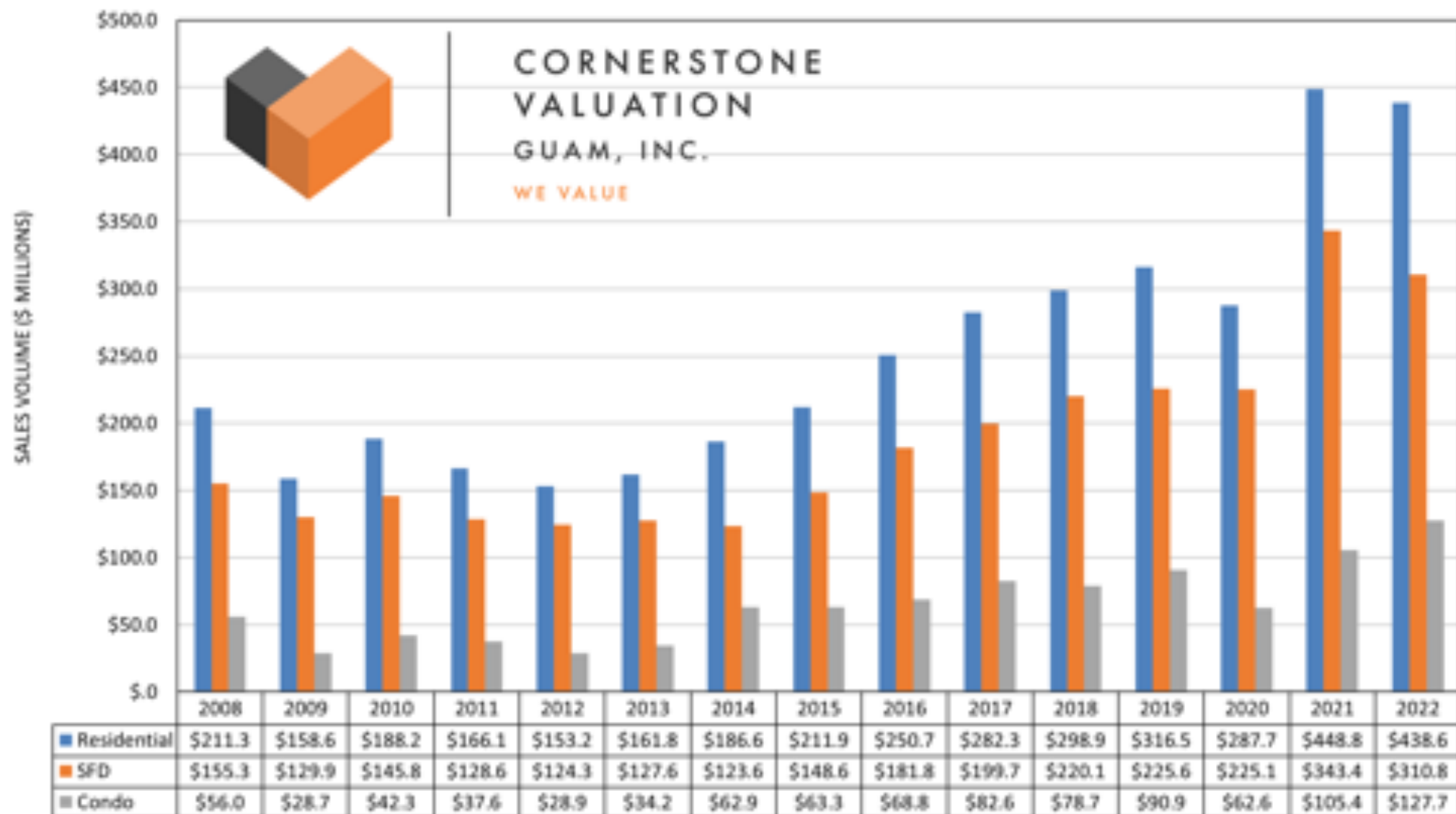
# Guam Real Estate Sales Volume by Year (\$M)

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## Guam Residential Sales Volume (\$ Million)

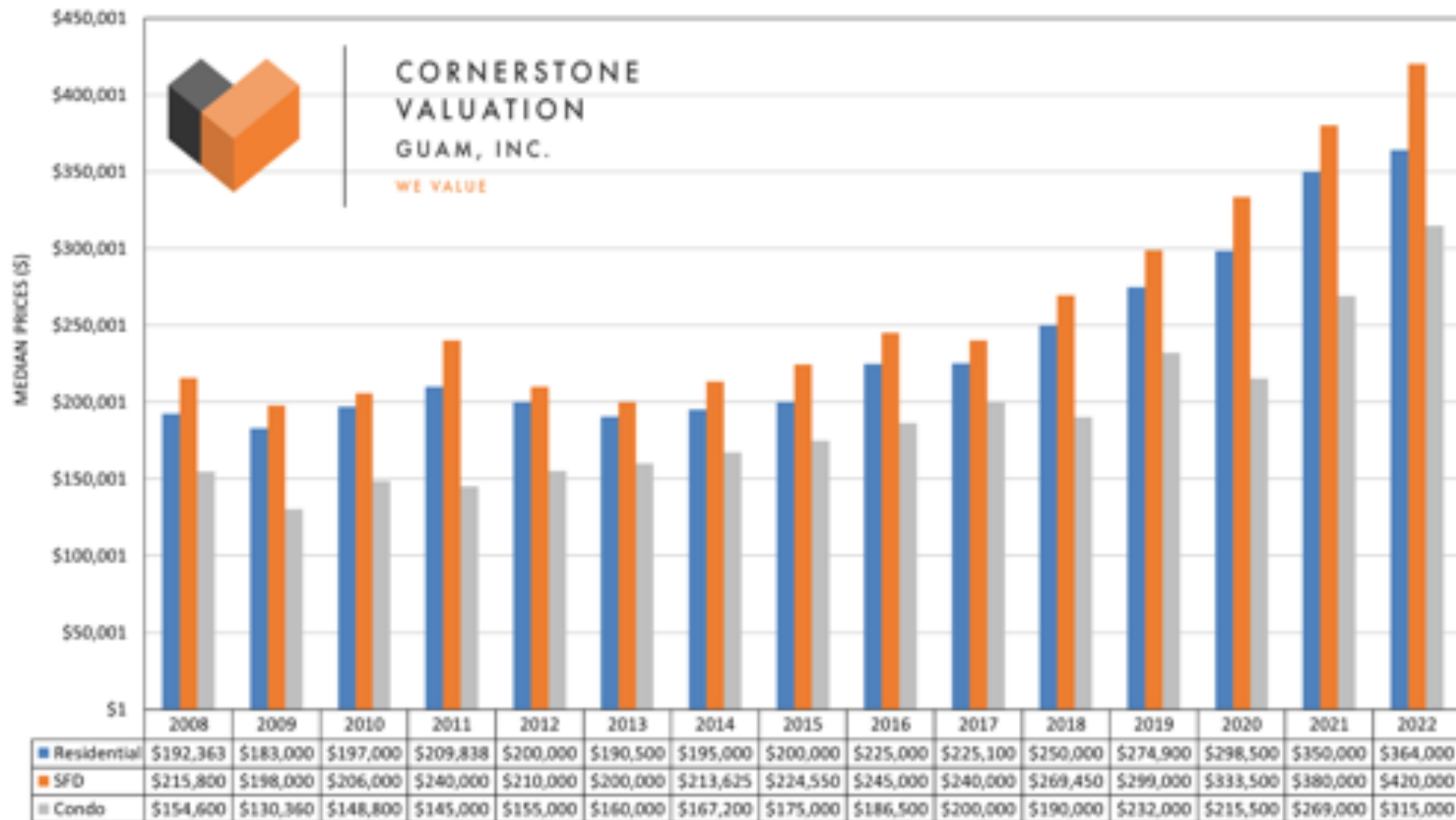
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## Guam Residential Median Prices (\$)

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## Cornerstone Valuation Guam, Inc. Quarterly Statistics

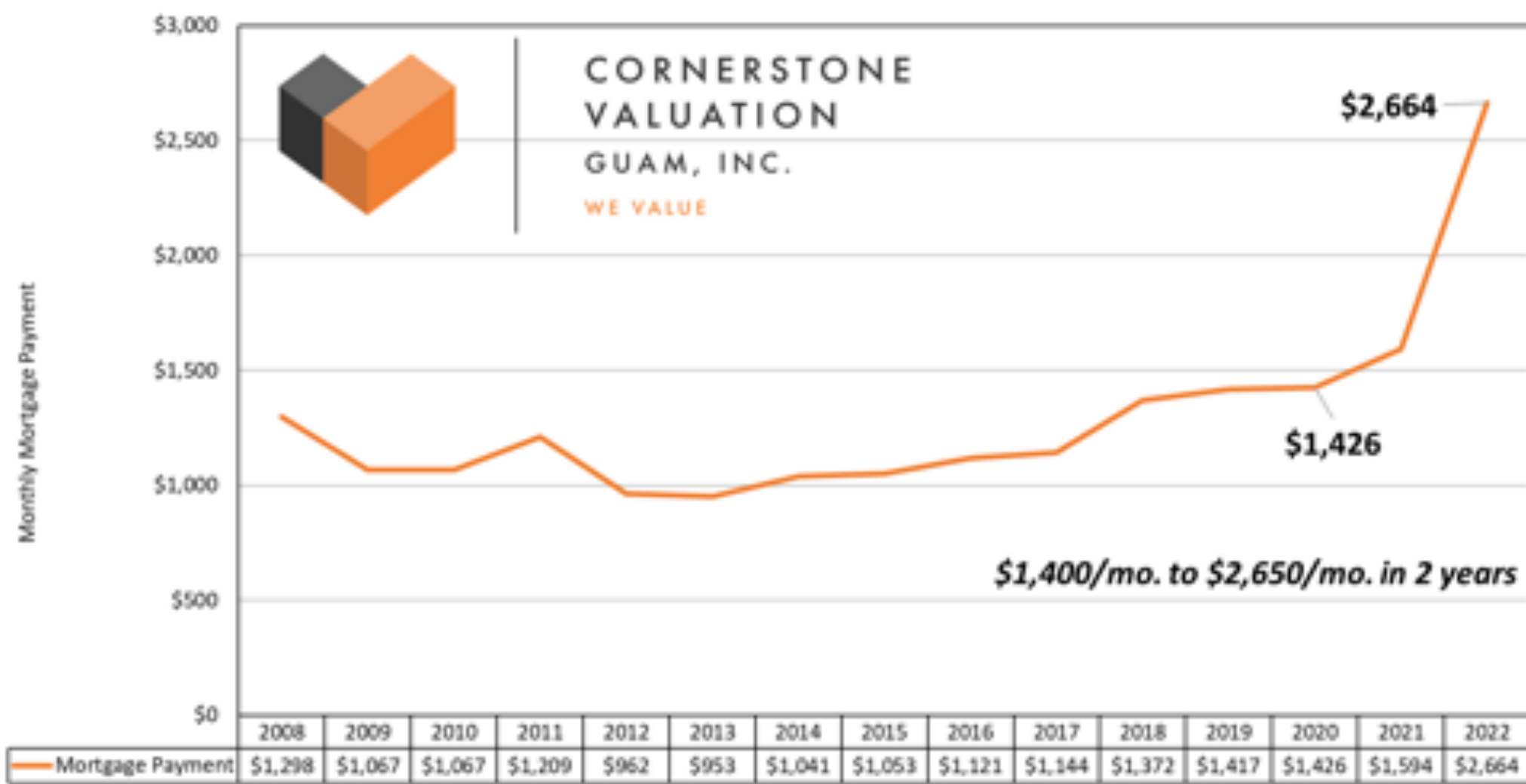
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Item	Q1-22	Q2-22	Q3-22	Q4-22	% Change [1]
<b>TOTAL REAL ESTATE</b>					
Sales Volume (Mil.)	\$187.8	\$163.3	\$136.2	\$111.6	-29.3%
No. of Transaction	423	469	376	316	-30.9%
<b>SINGLE-FAMILY DWELLING</b>					
Sales Volume (Mil.)	\$86.6	\$84.9	\$72.4	\$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%
<b>CONDOMINIUM</b>					
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%
<b>LAND</b>					
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%

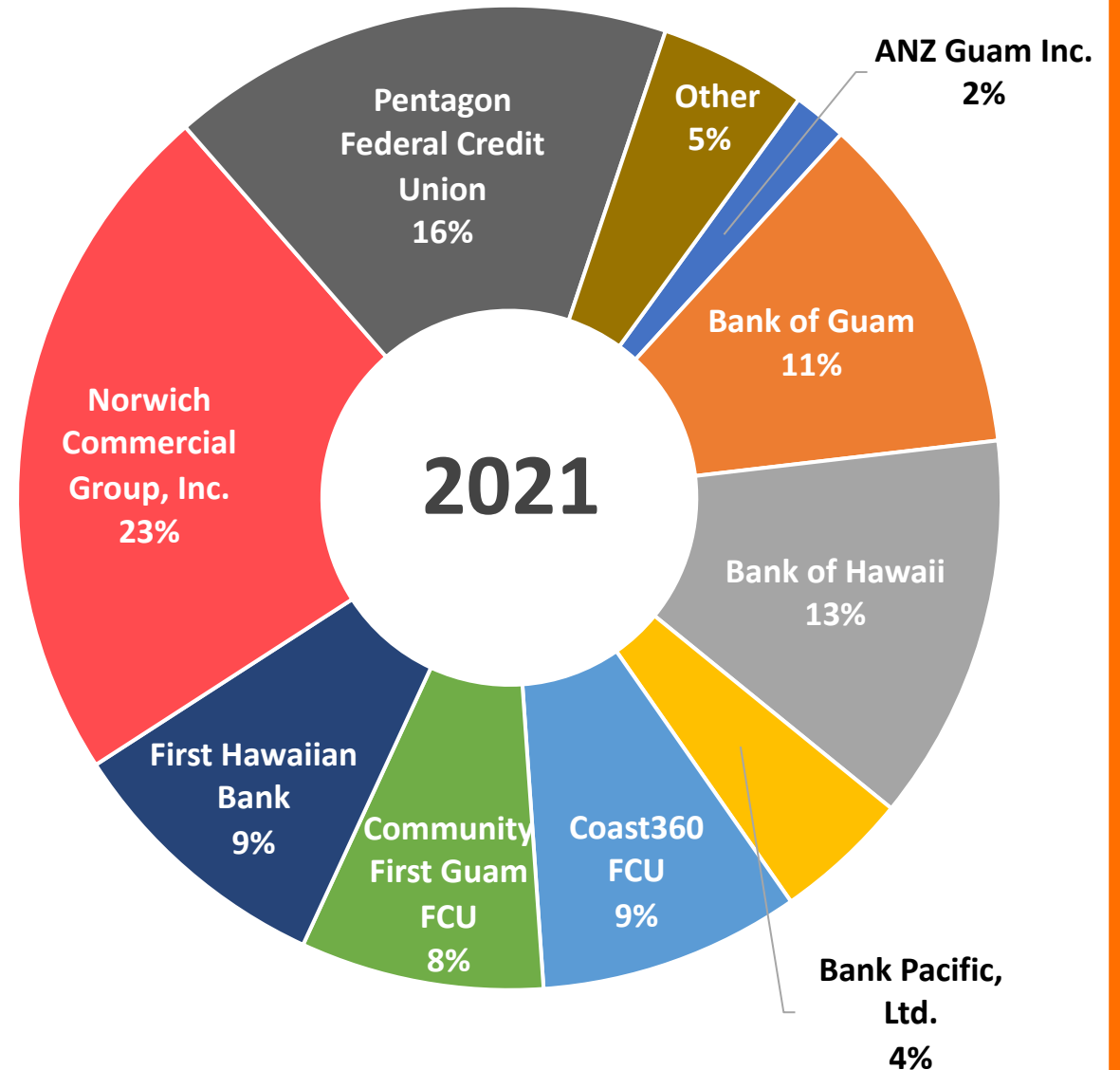
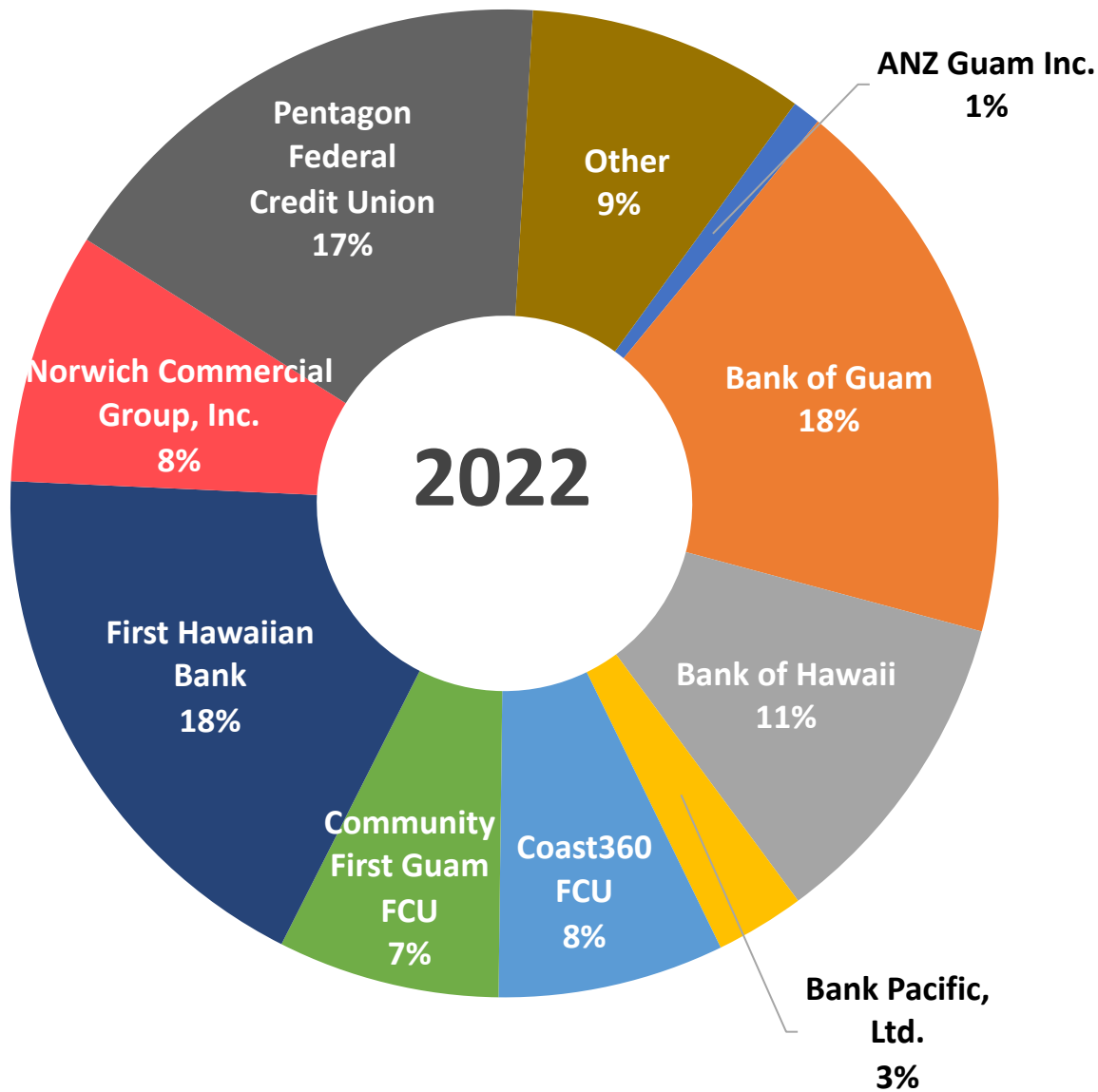
*[1] Change comparing Q4-22 to Q4-21*

## Guam Mortgage Payments on the SFD Median Prices

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## 2021 vs 2022 GUAM REAL ESTATE LENDER'S ACTIVITY



## 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
<b>Totals Lenders:</b>	<b>\$647.4</b>	<b>1,338</b>	<b>\$691.6</b>	<b>1,865</b>
% Change from previous year	-6%	-28%	34%	37%



# NOTABLE TRANSACTIONS 2022

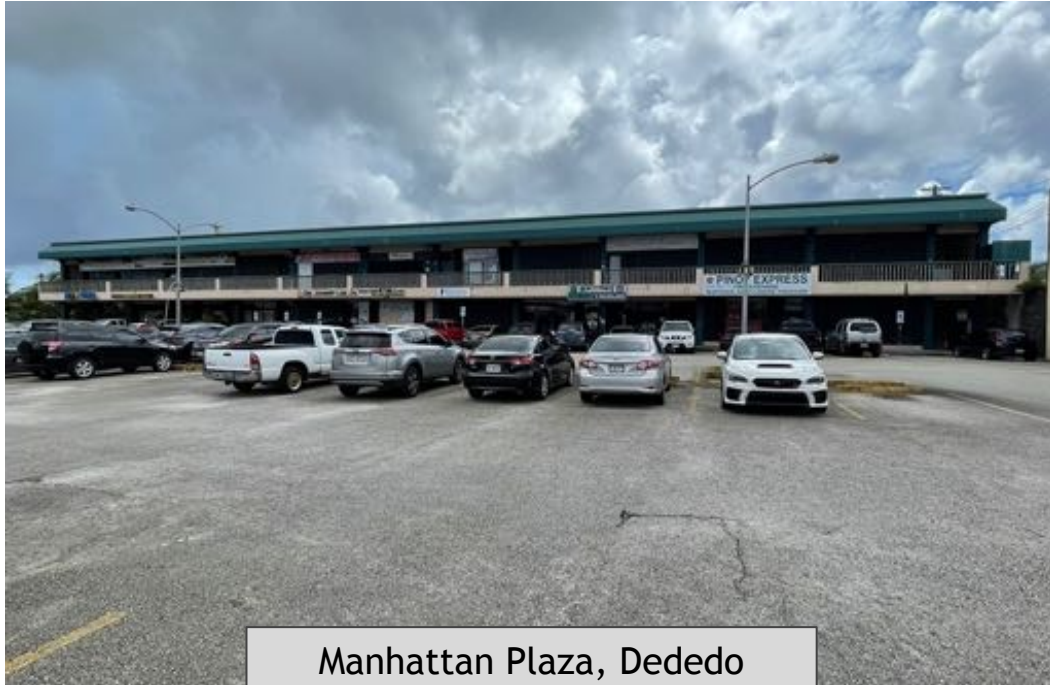


M1- Zone Land, Tiyan,  
Barrigada  
\$6.5 Million (\$72/sm)



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

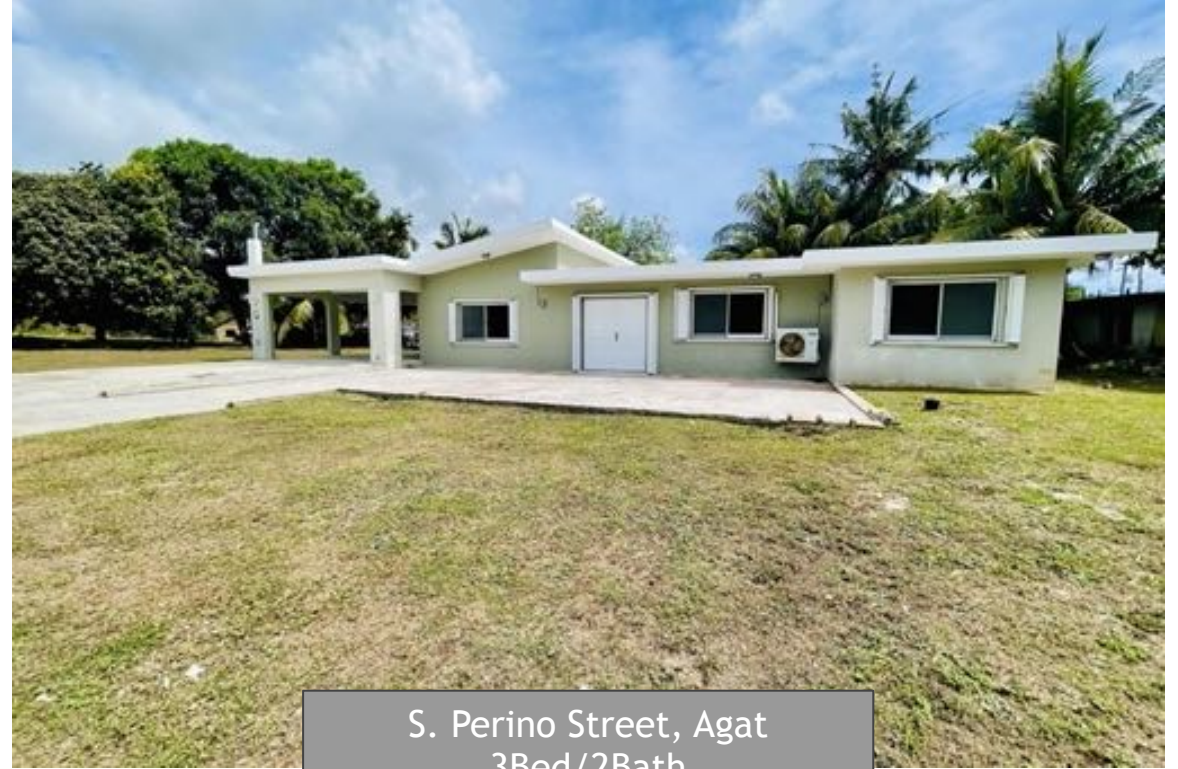


Tamuning Cliff line SFD  
\$1.9 Million

# MEDIAN PRICE SINGLE FAMILY DWELLINGS



Dama De Noche, Mangilao  
3Bed/2Bath  
\$420,000 (\$307/sf)



S. Perino Street, Agat  
3Bed/2Bath  
\$420,000 (\$272/sf)



## MEDIAN PRICE CONDO UNIT



Ladera Towers Unit 310, Mangilao  
3Bed/2Bath  
\$316,800 (\$238/sf)



Presea Condo, Tamuning  
3Bed/2Bath  
\$310,000 (\$250/sf)



# 2023 OUTLOOK

- High Interest Rates
- More H2 workers
- Limited Supply
- Price Drop not Imminent
- Multi family sector strong
- Tourism need to return



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