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VALUATION

GUAM, INC.

WE VALUE



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President/Founder

The Real Estate Industry After the Storm



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The Real Estate Industry After the Storm

- U.S. Billion Dollar Weather And Climate Disasters
- Guam Building Permits After The Storm
- CVG Typhoon Mawar Survey Results
- Guam Real Estate Statistics through June 2023
- Guam Real Estate Industry After the Storm



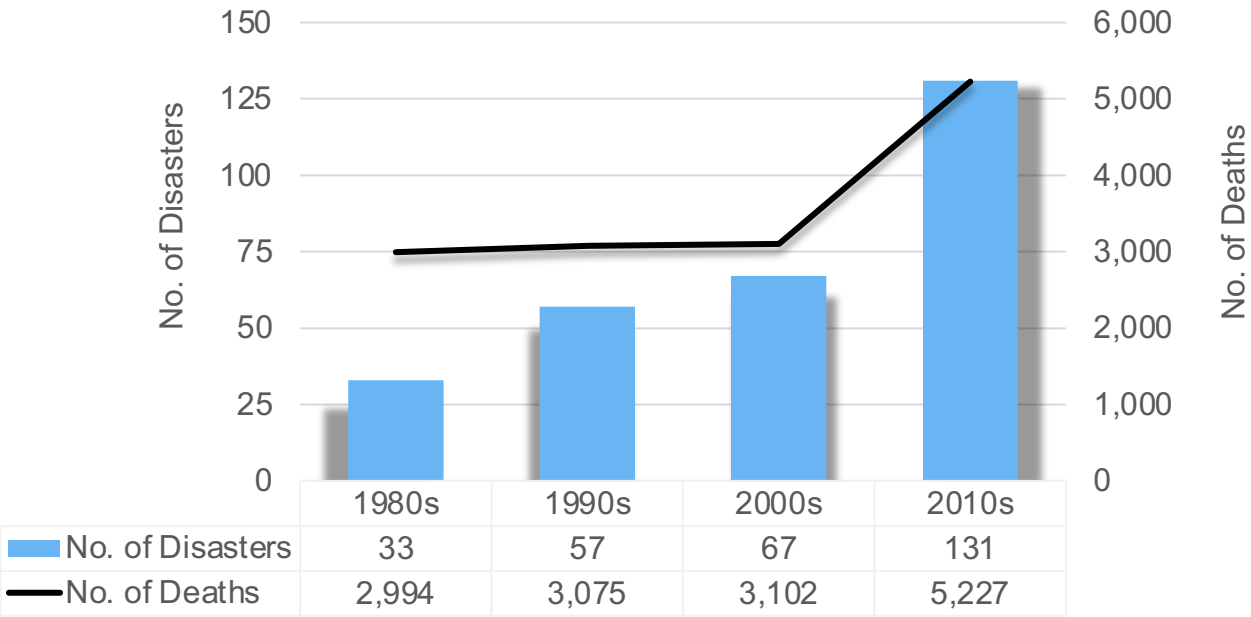
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Time Period	Billion-Dollar Disasters	Events/ Year	Cost	Percent of Total Cost	Cost/ Year	Deaths	Deaths/ Year
1980s (1980-1989)	33	3.3	\$209.9B	8.2%	\$21.0B	2,994	299
1990s (1990-1999)	57	5.7	\$320.5B	12.6%	\$32.1B	3,075	308
2000s (2000-2009)	67	6.7	\$594.6B	23.4%	\$59.5B	3,102	310
2010s (2010-2019)	131	13.1	\$949.5B	37.3%	\$95.0B	5,227	523
Last 5 Years (2018-2022)	90	9	\$611.8B	24.0%	\$122.4B	1,751	175
Last 3 Years (2020-2022)	60	6	\$447.6B	17.6%	\$149.2B	1,460	146
Last Year (2022)	18	1.8	\$175.2B	6.9%	\$175.2B	474	47
All Years (1980-2020)*	357	8.1	\$2545.8B	100.0%	\$57.9B	15,957	363

**Statistics valid as of June 8, 2023.*

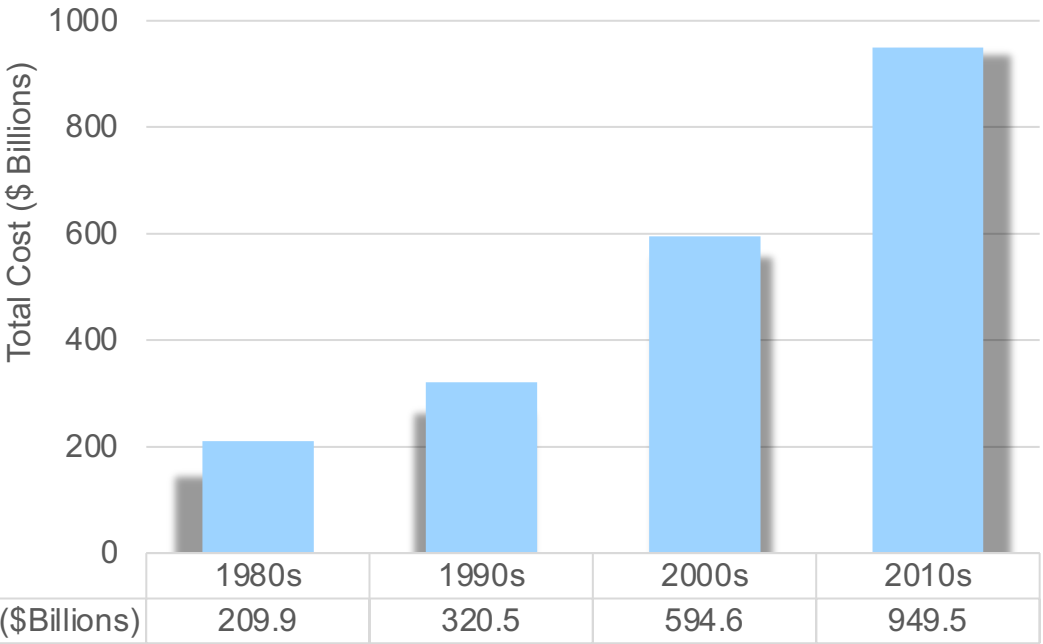
Source: NOAA National Centers for Environmental Information (NCEI) U.S. Billion-Dollar Weather and Climate Disasters (2023).

U.S. Billion-Dollar Weather and Climate Disasters

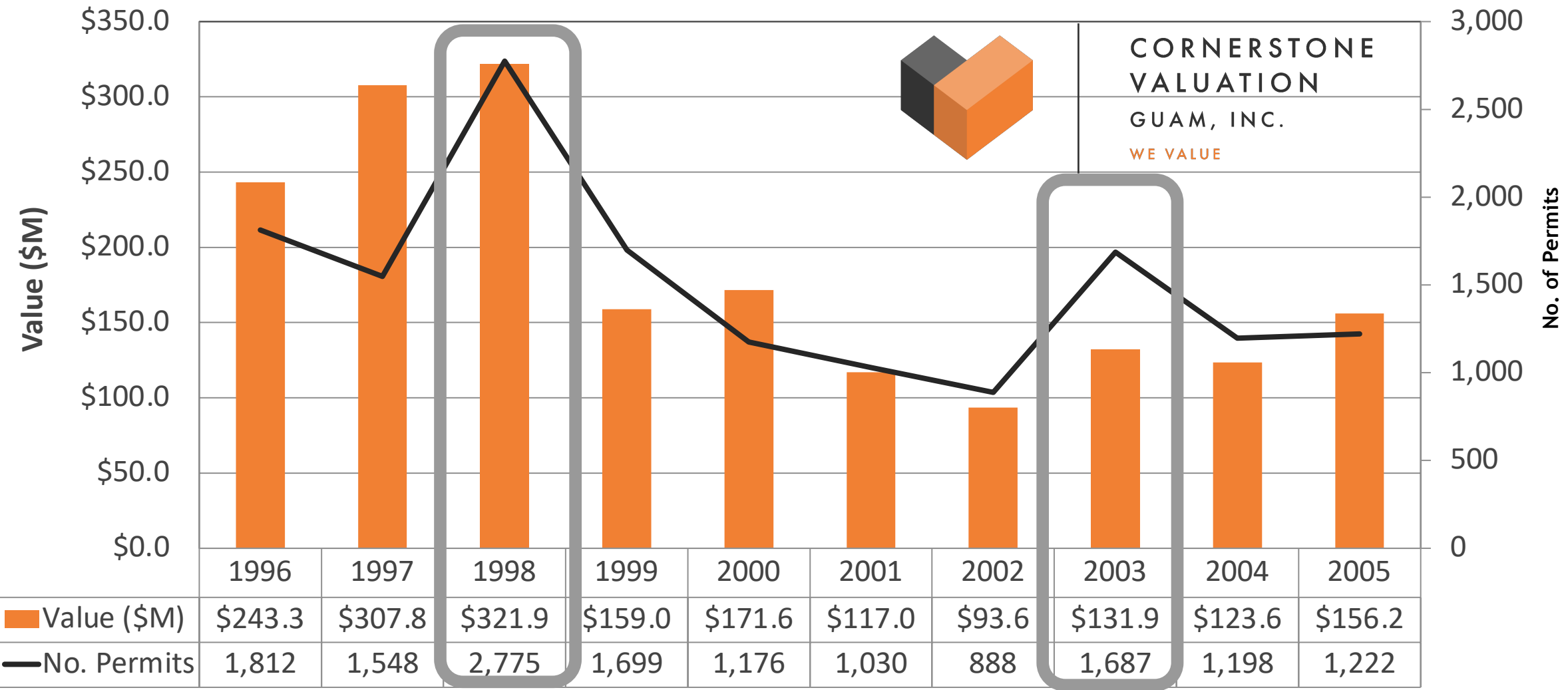


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Total Cost (\$Billions)



Guam Construction Permits After The Storm



Source: Department of Public Works, Government of Guam

CVG Typhoon Mawar Survey Results



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01 What was the damage of Typhoon Mawar to the properties under your management/ ownership (1 minimal to 5 severe)?

Majority of respondents noted that their properties were moderately damaged; an average of 2.4 on a scale of 1 to 5.

02 Did you have typhoon insurance for your properties?

More than 80 percent of respondents have typhoon insurance.

03 Do you think Typhoon Mawar will deter property investment in Guam?

Approximately 60 percent of respondents noted that the Typhoon Mawar WILL NOT deter property investment.



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04 After Typhoon Mawar, how long do you think Guam's Tourism Recovery will take?

3 – 6 months = 18%

6 – 12 months = 24%

1 – 2 years = 41 %

Over 2 years = 18%

05 What are the most significant factors impacting Guam Real Estate Industry right now (select 2)?

[Typhoon Mawar, Tourism Recovery, Military Buildup, Interest Rates]

Majority of respondents chose Typhoon Mawar and Interest Rates as the significant factors impacting Guam Real Estate Industry.



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06 Do you have challenges finding construction companies/labor to do your typhoon repairs?

Approximately 76 percent of respondents responded yes.

07 What are the challenges of typhoon recovery for Guam?

Respondents noted:

- Shortage of labor (not enough qualified workers)
- The need for infrastructure hardening
- Poor communication, lack of government resources

Guam Real Estate Statistics

Q2 2023



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Cornerstone Valuation Guam, Inc. Quarterly Statistics

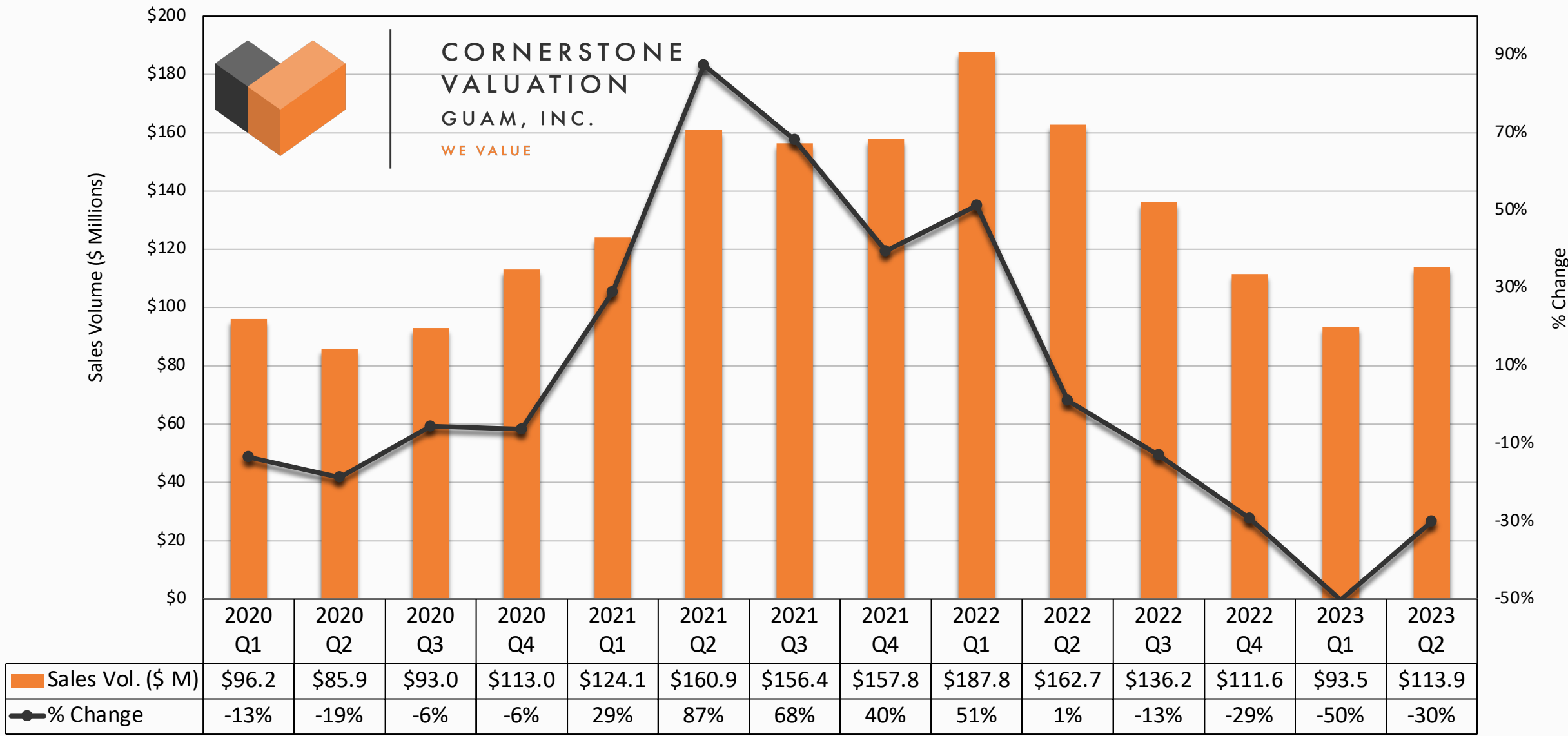
Cornerstone Valuation Guam, Inc. Database; All rights reserved.

Item	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	% Change [1]
TOTAL REAL ESTATE						
Sales Volume (Mil.)	\$163.3	\$136.2	\$111.6	\$93.5	\$113.1	-30.7%
No. of Transaction	469	376	316	323	267	-43.1%
SINGLE-FAMILY DWELLING						
Sales Volume (Mil.)	\$84.9	\$73.0	\$66.8	\$57.6	\$57.6	-32.2%
No. of Transaction	186	164	160	144	132	-29.0%
Median Price	\$416,658	\$445,000	\$399,500	\$387,500	\$407,000	-2.3%
CONDOMINIUM						
Sales Volume (Mil.)	\$40.3	\$26.3	\$22.4	\$20.8	\$26.2	-35.0%
No. of Transaction	126	84	70	69	70	-44.4%
Median Price	\$312,300	\$296,000	\$311,000	\$300,000	\$303,750	-2.7%
LAND						
Sales Volume (Mil.)	\$25.8	\$19.0	\$14.4	\$10.5	\$8.8	-65.7%
No. of Transaction	146	115	81	101	56	-61.6%
Median Price	\$95,000	\$85,000	\$90,000	\$75,000	\$103,500	8.9%

[1] Change comparing Q2-23 to Q2-22

Guam Real Estate Sales - Sales Volume By Quarter

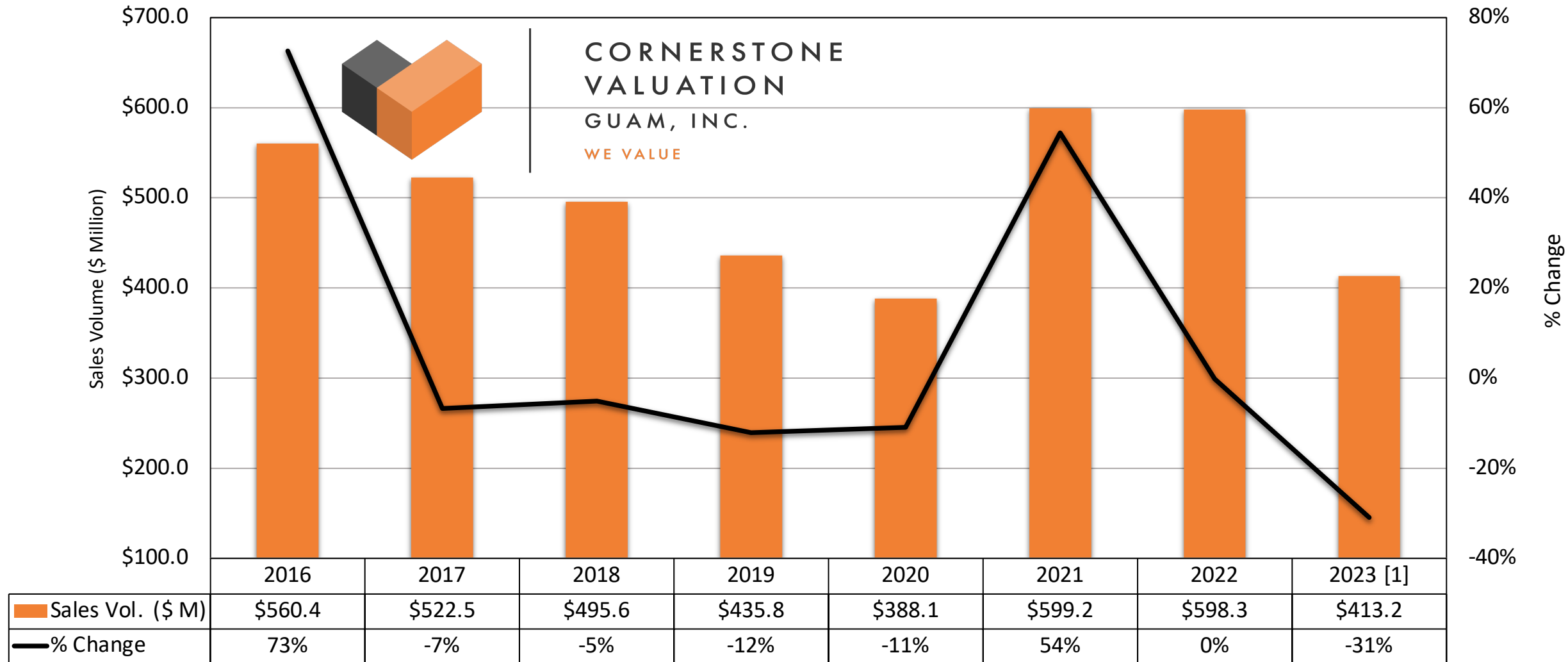
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* Change (%) is based on same quarter previous year.

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

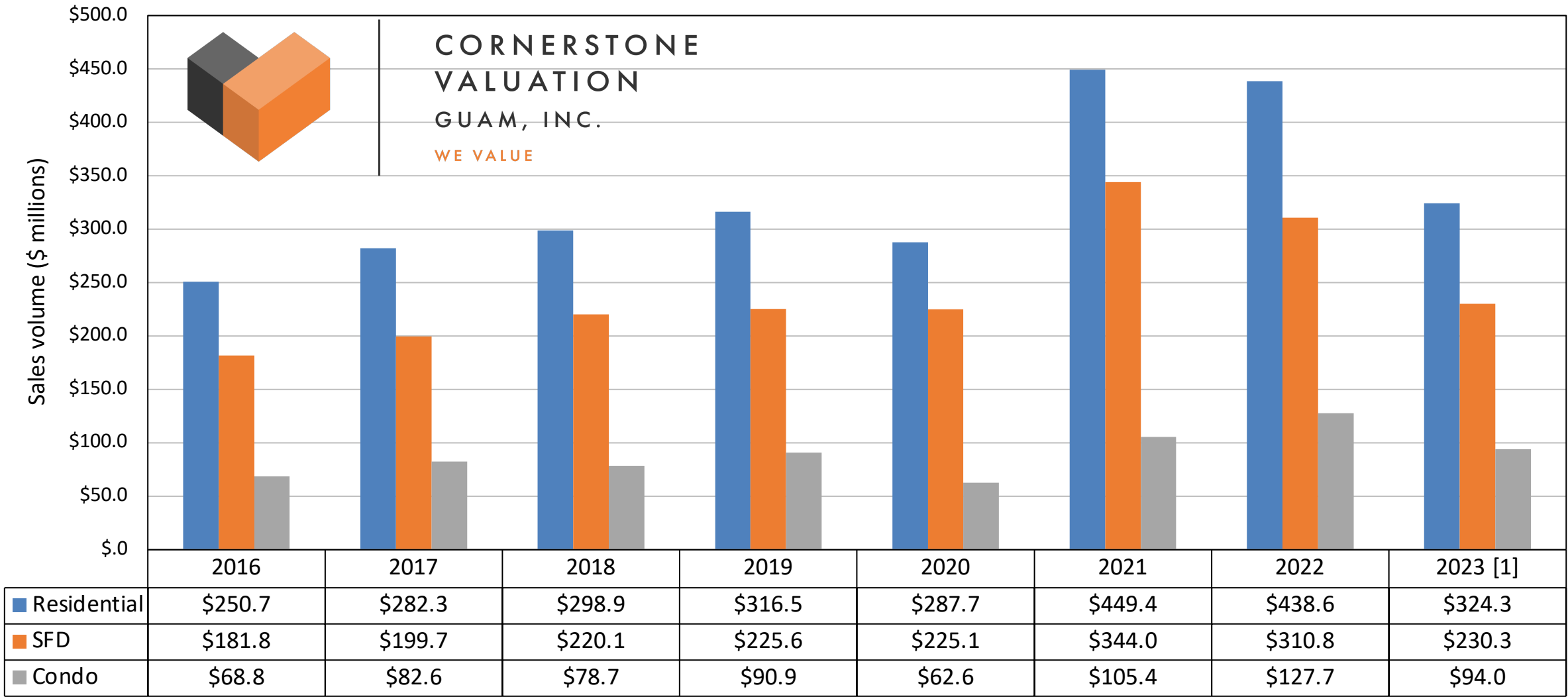
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[1] Based on Annualized figures through June 2023.

Guam Residential Sales Volume (\$ Million)

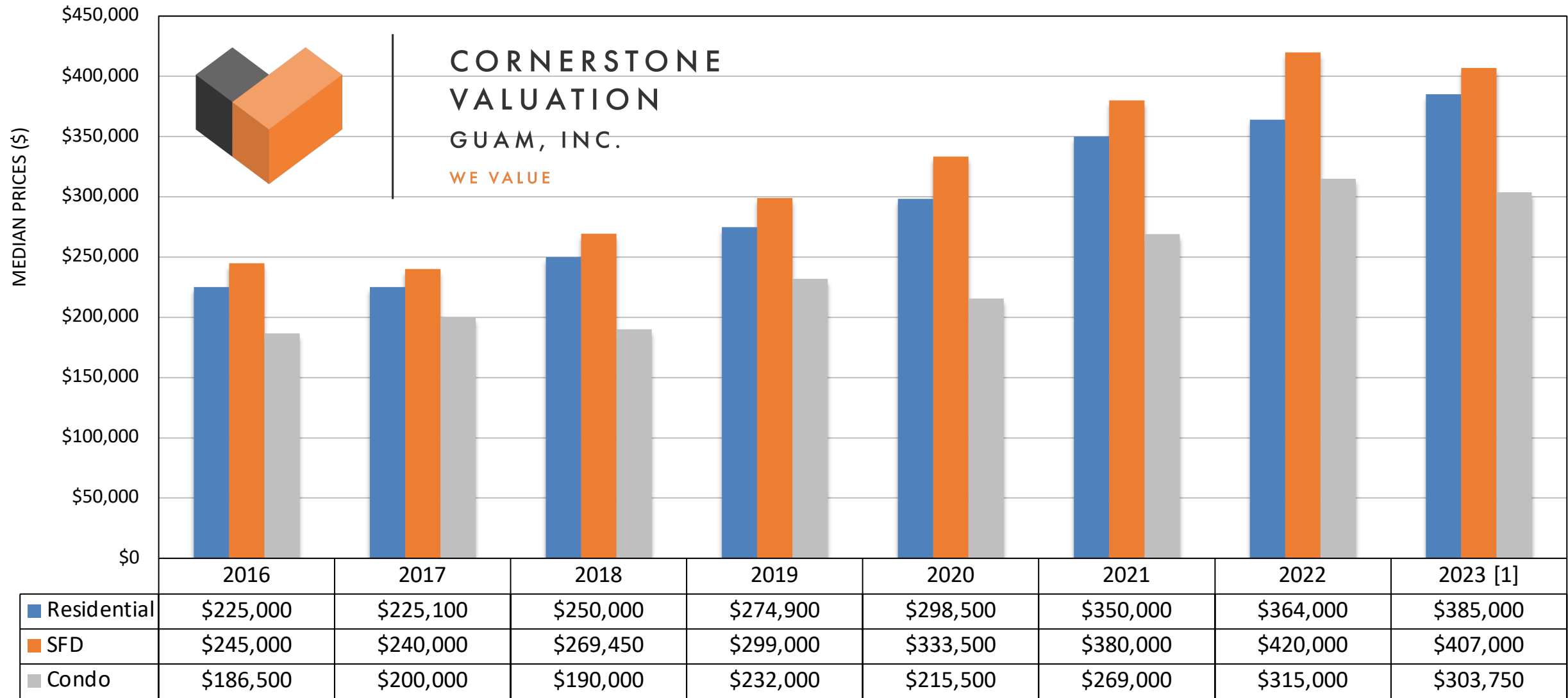
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[1] Based on 2023 Annualized figures through June (2nd Quarter)

Guam Residential Median Prices (\$)

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[1] Reflects 2023 YTD figures as of June.

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- Insurance:
 - Insurable Value vs. Premium
 - What's Insured
- Hardening of Infrastructure
- Challenges on Real Estate Supply:
Construction Industry at Capacity



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Guam Real Estate Industry After the Storm

"The areas of your business and life that require your limited resources ...but not achieving the vision you have for them should be pruned" (Henry Cloud)



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Guam Real Estate Industry After the Storm

- Ripe Time for Investment Analyses
 - Buy,
 - Hold,
 - Sell?
- Is it on its Highest and Best Use?



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THANK YOU

Do you have any questions?

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