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FATHER & DAUGHTER TEAM
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RECENT SALES BY THE STYRING TEAM

JOHN AND JANE,

Buying and selling in **Kailua** is a complex and personal endeavor. Every client deserves the full service and attention that only our team of experts will consistently provide. We'd love for you to be another one of our success stories.



SOLD • 47-795 MALUMALU PLACE

3 Beds	2 Baths	1,594 Sq. Ft.	Sold for \$1,460,000
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Sold for \$10k over asking in under 2 weeks!



SOLD • 3027 PUALEI CIRCLE #307

1 Bed	1 Bath	676 Sq. Ft.	Sold for \$540,000
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Sold for \$15k over asking in under a week!



PENDING

91-1045 KAIHOHONU STREET • Pending in just 8 days!

4 Beds	3 Baths	1,840 Sq. Ft.	Listed for \$815,000
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BROUGHT TO YOU BY MICHAEL D. STYRING & LISA STYRING

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CONDOS IN KAILUA

MONTHLY REAL ESTATE REPORT // MARCH 2021

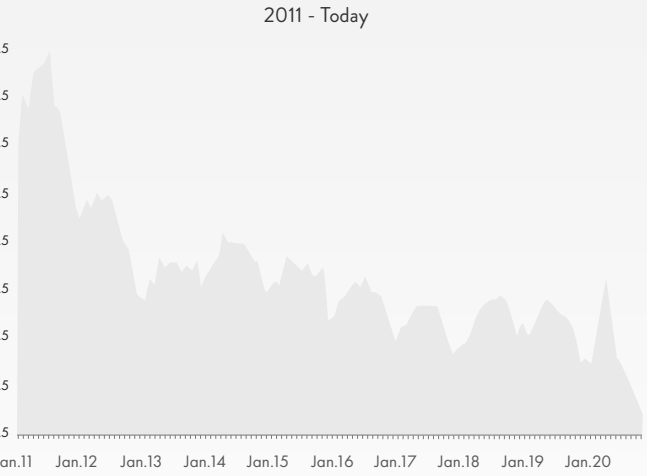
JOHN AND JANE SMITH

WHAT DOES RECORD-LOW HOUSING MEAN FOR YOU

The real estate market is expected to do very well in 2021, with mortgage rates that are hovering at historic lows and forecasted by experts to remain favorable throughout the year. One challenge to the housing industry, however, is the lack of homes available for sale today. Last week, the National Association of Realtors (NAR) released their Existing Home Sales Report, which shows that the inventory of homes for sale is currently at an all-time low.



MONTHS INVENTORY OF HOMES FOR SALE



“Total housing inventory at the end of December totaled 1.07 million units, down 16.4% from November and down 23% from one year ago (1.39 million). Unsold inventory sits at an all-time low 1.9-month supply at the current sales pace, down from 2.3 months in November and down from the 3.0-month figure recorded in December 2019.” – NAR

Joe and Jane,

The housing market is expected to remain strong throughout 2021. Know what that means for you, whether you’re buying, selling, or doing both. Give us call today to discuss your real estate goals and how we can help you navigate the current market to help you get there.

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WHAT DOES THIS MEAN FOR YOU?

IF YOU’RE A BUYER

Be patient during your home search. It may take time to find a home you love. Once you do, however, be ready to move forward quickly. Get pre-approved for a mortgage, be prepared to make a competitive offer from the start, and know that a shortage in inventory could mean you’ll enter a bidding war. Calculate just how far you’re willing to go to secure a home and lean on your real estate professional as an expert guide along the way.

IF YOU’RE A SELLER

Realize that, in some ways, you’re in the driver’s seat. When there’s a shortage of an item at the same time there’s a strong demand for it, the seller is in a good position to negotiate the best possible terms. Whether it’s the price, moving date, possible repairs, or anything else, you’ll most likely be able to request more from a potential purchaser at a time like this – especially if you have multiple interested buyers. While you generally have the upper hand in this situation, it’s good to keep in mind not to be unreasonable, as presenting too high of demands can also push away a potential buyer.

CONDOS IN KAILUA

REAL ESTATE ACTIVITY · MARCH 2021

John and Jane,

In today’s fast-paced market, we want you to be informed and well-equipped with the knowledge and resources needed to make a decision that’s best for your family. With interest rates low, houses are going quickly, making it a seller’s market. Call us today at 808.381.2750 or 808.381.5857.

CONDOS IN KAILUA FOR SALE

STATUS	BUILDING NAME	# OF HOMES	BEDS RANGE	BATHS RANGE	EST. SQ. FT.* RANGE	LIST PRICE RANGE
Active	Gardenia Manor	2	2	1/0 - 2/0	1,000 - 1,200	\$485,000 - \$555,000
Active	Poinciana Manor	1	3	2/0	1,300	\$649,000
Active	Windsurfer	1	2	3/0	1,600	\$1,025,000
Active	Windward Cove	1	3	2/0	1,300	\$650,000
Active	Windward Harbour	1	1	1.0	1,305	\$599,000

CONDOS IN KAILUA SOLD IN THE LAST 30 DAYS

STATUS	BUILDING NAME	BEDS	BATHS	EST. SQ. FT.	LIST PRICE	SOLD PRICE	SOLD DATE
Sold	Bluestone	2	2/1	2,074	\$980,000	\$980,000	02/16/21
Sold	Crater Valley	3	3/0	1,536	\$740,000	\$756,000	02/01/21
Sold	Ka Malanai	2	2/0	1,377	\$869,000	\$850,000	02/08/21
Sold	Ka Malanai	2	2/0	1,381	\$845,000	\$835,000	01/27/21
Sold	Koolau Vista	1	1/0	587	\$430,000	\$430,000	01/29/21
Sold	Koolau Vista	2	1/1	783	\$475,000	\$475,000	01/28/21
Sold	Lakeview	3	2/0	1,623	\$725,000	\$700,000	01/28/21
Sold	Poinciana Manor	2	2/0	1,041	\$550,000	\$550,000	02/19/21
Sold	Windward Cove	3	2/0	1,630	\$673,500	\$692,000	02/17/21
Sold	Windward Cove	3	2/0	1,630	\$699,000	\$689,000	02/05/21

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WELCOME TO THE NEWEST MEMBERS OF THE STYRING TEAM

We’re happy to announce our recent additions to the team, Steven Harman and Yee Vong.

Steven is our newest Realtor® to join the Styring team. A former tour helicopter pilot based out of Honolulu, he has a unique familiarity with the beautiful island of O’ahu. Steven is no stranger to serving people who are in need and brings a high level of vigor, integrity and work ethic to his work in real estate, educating his clients on their options in a sometimes complex housing landscape.

Yee Vong joins us as our new executive assistant. An O’ahu native, Yee combines years of experience managing high-stakes events and services with her special passion for Hawaii real estate. Yee applies her experience towards keeping every Styring Team transaction on-track and successful.



FIVE-STAR ZILLOW TESTIMONIAL ★★★★★

"Lisa is incredibly knowledgeable and helpful. She really makes sure you are comfortable the entire way through and is genuinely committed to making sure you are happy with your purchase. She works really hard to be available and made me and my wife feel very loved and cared for the whole way. You will be in good hands with Lisa!"

– Natalia and Todd M.

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