

# Welcome Guests, Panelists, and Lt. Governor of Guam

- Lt. Governor Michael W. Cruz, M.D. - Keynote Speaker
- Anthony Blaz, GEDCA - Panelist
- Denny Watts, Watts Constructors - Panelist
- Delegates of Guam

# Forces driving the resurgence in Guam real estate

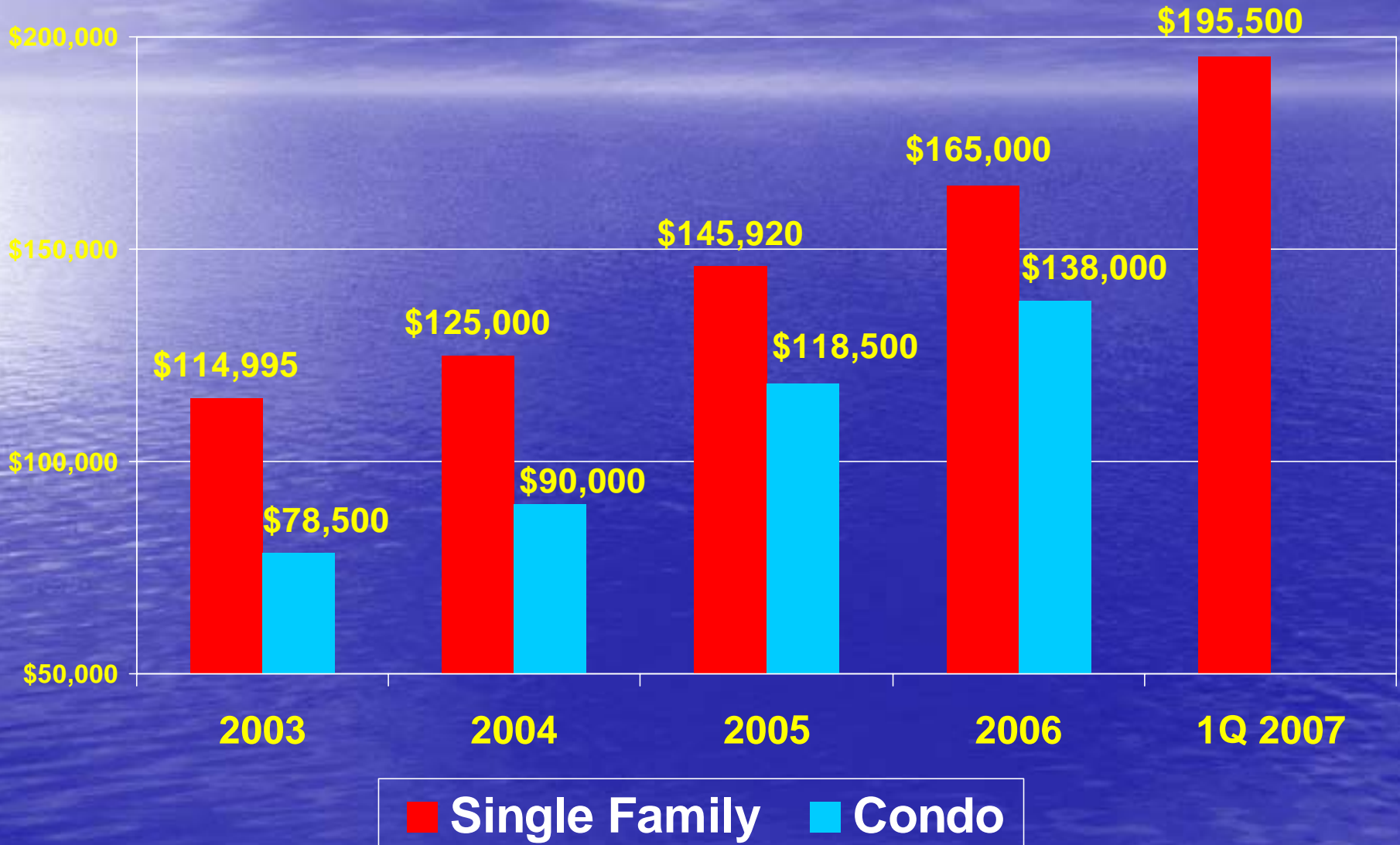
- Recent recovery of Japanese tourism after bottoming out in 2003.
- Relocation of 8,000 Marines from Okinawa to Guam, accompanied by 12,000 dependents, over 7 years.
  - ✓ This addition is projected to double the existing military population to 42,000 by 2014;
  - ✓ Increase in Air Force and Navy presence also anticipated.
- \$15 billion for infrastructure and construction spending is projected over 10-years.

# Forces driving the resurgence in Guam real estate

- Guam's real estate downturn stabilized in 2003 and rebounded dramatically to the present, driven by the combined forces of:
  - ✓ Low interest rates, affordable housing, and pent-up demand;
  - ✓ Consumer confidence and expectations of an economic boom;
  - ✓ Heightened demand from US and Asian investors:
    - Investors seeking new opportunities after housing market peaks in Hawaii and US Mainland,
    - More joint-ventures between landowners and developers now more willing to take risk.

# Median Sales Prices for Single Family & Condo: 2003 – 1Q 2007

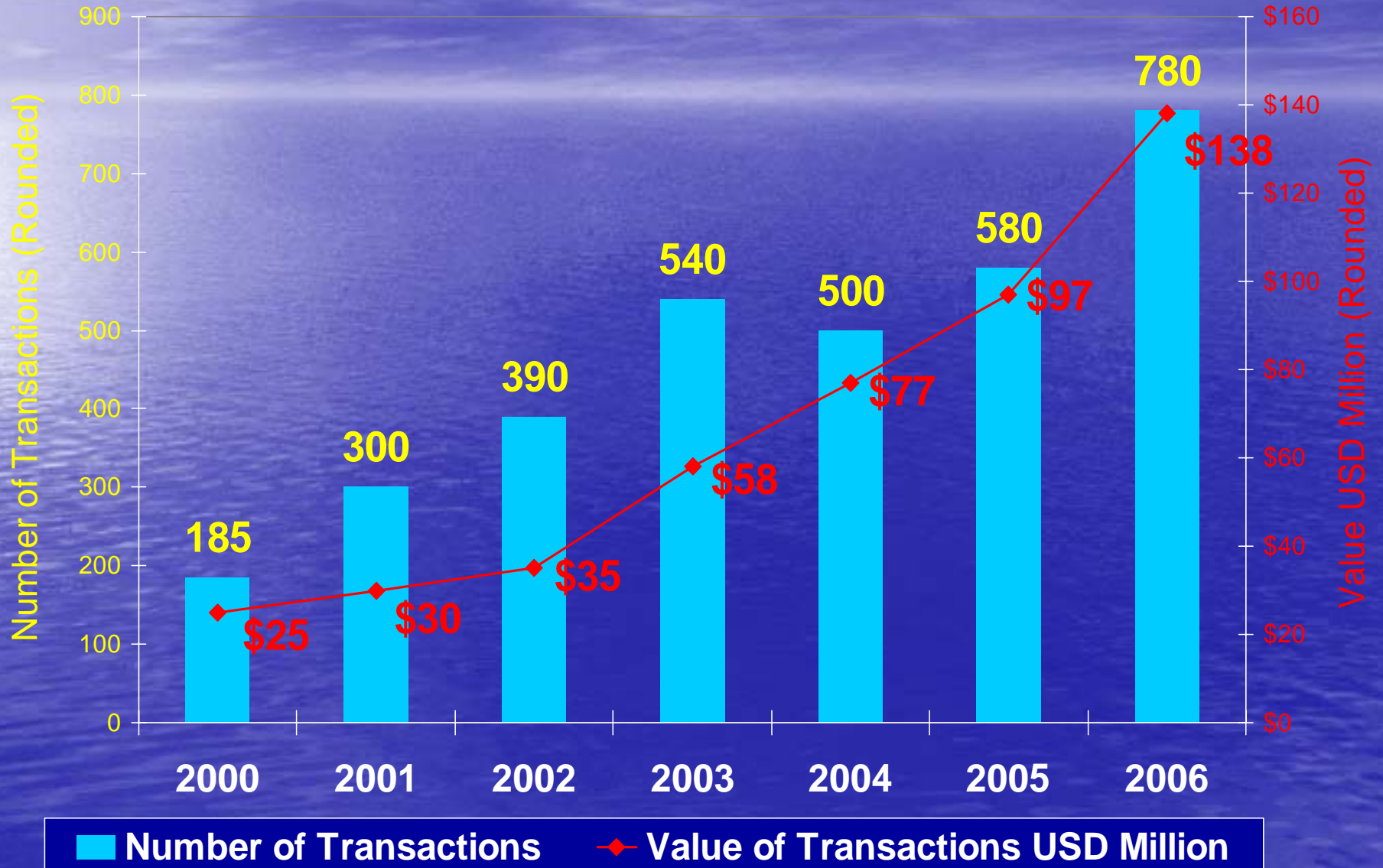
(HawaiiBusiness 7/07; The Captain Co.)



# Number of transactions & their values: 2000 – 06

Generally Single Family Residential, Condo, Multi-Family, & Land Activities

(MLS, Guam BOR)



# Average Value per Transaction: 2000 - 06

## Deal sizes are getting bigger!

(MLS Guam BOR)

