

CARON B REALTY  
INTERNATIONAL

*High Tech, High Care, High Results*

September Monthly Newsletter

*Your Update on the Oahu Real Estate Market  
& Caron B Realty International*



# CARON B REALTY INTERNATIONAL

YOUR FIRST CHOICE FOR LUXURIOUS ISLAND LIVING

Caron B Davis, R, PB, CRS, GRI, SRES, CIPS

Caron B Realty International

Office: 808-593-9826 Cell: 808-286-5256



*High Tech, High Care, High Results*

It's hard to believe that it's almost October; that means the holidays are right around the corner! I know that the holidays can become a hectic and stressful time, so I wanted to discuss some of the ways that I strive for stress-free living. This way I can enjoy this time of year with family and friends, while still achieving success in my business.

Last month, I threw Doug a birthday party for about 20 people. I've learned that in order to run a company, be a present mum and wife, and be a good friend, I have to be organized. I love using checklists and systems at work and at home. I recently found a list of make-ahead tips for parties from an Ina Garten cookbook. It provided a timeline and schedule of what to do and when. I altered it to fit my needs and schedule. Having a list made party planning a breeze. [Here](#) is the list of tips to use as a reference for your next party.

Over the next few months, many of us will be hosting family and having get togethers. These events, as well as new ideas and projects, can lead to clutter and disorganization in our homes or offices. Clutter can actually make it more difficult to make progress on an idea and stifle creativity because it can cause stress. As we all know, it's a wonderful feeling to have a clean home.

A friend of mine, who runs one of the most successful real estate companies in Australia, has a very neat and orderly home. In fact, has only 10 suits in his closet! I admire him and try to emulate some of his habits that have made him so successful. In his house, everything has its place, but it doesn't feel cold or uninviting. It's important to still be warm and welcoming, just with no mess. Our homes should be a place of relaxation and inspiration. There's an article in this newsletter with tips to de-stress your home, including ways to balance a sense of warmth with clean lines and order.

As we start thinking about the holidays, many people consider their family and their ancestry. A popular gift has been the ancestry and DNA tests such as 23andMe. If this is something you or a family member want to do, please read the article in this newsletter. It discusses those companies' uses of your data so you can understand how to keep your health and genetic information safe and confidential.

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This month's property management blog is about keeping insects out of your home. We've helped many clients over the years deal with cockroaches, centipedes, and more. One of the most valuable services we provide is our extensive vendor list. We've spent a long time developing that list and each week we review it to learn of any unsatisfactory experiences to remove people or new vendors to add. From our expansive list we have recommended vendors for everything from landscaping to electricians to attorneys.

Recently, we had a listing for sale for which the agent's buyer was not able to obtain financing. We suggested switching to a different lender with whom we had worked before. The new lender was able to get loan approval and keep the sale together for our client and the buyer. We understand that our vendor network provides important services so are proud to only recommend the best services from people we trust.

Having the right lender is especially important considering the recent announcement that the Fed has reduced interest rates. The rate reduction will affect adjustable rate mortgages, but not fixed rate mortgages. There will be more activity in the market as buyers learn of lower rates. If you would like to read more about the changes to mortgages, [here](#) is a great article. Last weekend, I spoke at a conference in Denver about the luxury real estate market here in Hawaii. I am looking forward to sharing with you what I learned about other markets across the country in the October Newsletter.

In this newsletter you find an update on the real estate of Oahu. In addition to the articles about de-stressing your home and protecting your DNA information, there is an interesting piece about the history of the Queen Liliuokalani's music. There are also great pictures of modern architecture around the world, which may inspire you to plan a trip! Finally, there is information on next month's Hawaii Food and Wine Festival.

# August Oahu Real Estate Statistics

## Luxury Real Estate Statistics

<i>August 2019</i>	<i>Single Family</i>	<i>Condo</i>
Highest Recorded Sale	\$6,700,000	\$2,700,000
Median Sales Price	\$2,037,500	\$1,935,000
Total Closed Sales	34	10
Average Days on Market	80	126

## Real Estate Statistics

<i>August 2019</i>	<i>Single Family</i>	<i>Condo</i>
Median Sales Price	\$790,000	\$419,500
<i>Percentage Change</i>	<b>-2.5%</b>	<b>-1.8%</b>
Total Closed Sales	360	512
<i>Percentage Change</i>	<b>+1.7%</b>	<b>-1.7%</b>
Median Days on Market	27	22

"During August, sales of 360 single-family homes and 512 condominiums closed, a 1.7% increase and 1.7% decrease, respectively, from the same month last year. This brings total single-family home sales on Oahu to 2,427 for the first eight months of 2019, down just 0.7% over the same time period one year ago, while total condominium sales were 3,608, a 6.4% decrease. The median price for single-family homes declined marginally by 2.5% to \$790,000, while the condominium median price decreased by 1.8% to \$419,500. The year-to-date median prices paid for Oahu properties in the first eight months of this year were \$785,000 for single-family homes and \$425,000 for condos, unchanged from the 2018 prices for the same time period."

"Overall, August was quite a stable month for Oahu's residential real estate market compared to last year,' said Jenny L. Brady, President of the Honolulu Board of REALTORS. 'Sales were at about the same level as 2018 and prices have been steady as well, with the majority of single-family homes and condominiums selling within a narrow price range. We continue to see double digit increases in active listings for both single-family homes and condominiums throughout the year. While properties have remained on the market a little longer, the median days on market is still under a month.'"

Source: Honolulu Board of Realtors

# Luxury Sale of the Month

## *Highest Sold Single Family Home*



### **Lanikai, Kailua**

*5 bedrooms | 3 baths | 2 half baths | 3,019 square feet living | 14,890 square feet land*

**Why this property is spectacular:** This gated Lanikai home is ocean front and offers views of the Mokes. Its three separate dwellings make it great for entertaining while also offering privacy.

**Sold at:** \$6,700,000 to an entrepreneur and investor from Australia.

*Source: State Tax Office & Bureau of Conveyances*

*Picture from Honolulu Board of Realtors*

# Luxury Sale of the Month

## *Highest Sold Condominium*



### **Hokua at 1288 Ala Moana, Kakaako**

*2 bedrooms | 2 baths | 1,531 square feet*

**Why this property is spectacular:** This luxury residence at Hokua boasts forever ocean and Diamond Head views. Conveniently located near a variety of shopping, dining, and entertainment options.

**Sold at:** \$2,700,000 to investors from Japan.

*Source: State Tax Office & Bureau of Conveyances*

*Picture from Honolulu Board of Realtors*

# Property Management



*Ask the Expert*

PROPERTY MANAGEMENT TIPS  
WITH DOUG DAVIS  
REALTOR/BROKER

WWW.CARONBREALETY.COM/PROPERTYMANAGEMENT

## Keeping Insects Under Control

Living in Hawaii, we've all come across an unwanted creepy crawler at some point, but when they start to invade our homes, they pose a serious problem. Cockroaches can carry disease; centipedes, ants, and spiders can bite. Here are some tips on how to keep bugs away, but infestations will require professional extermination.

- Insects come for warmth, food, and water.
- They like the dark, warm laundry, closets, clutter.
  - Keep your home neat and clean.
  - Keep things like laundry off the floor. Store clothes in a hanging basket or cubby.
- Keep sinks and bathtubs dry.
  - Consider keeping the drains closed when not in use, as cockroaches can come in through plumbing pipes
  - Keep moisture to a minimum; consider using a dehumidifier.
- Many insects can squeeze through tiny cracks in walls and the foundation.
  - Seal up all cracks and open spaces, make sure weather stripping is tightly fitted or replaced and re-caulk window seals.
- To cockroaches, stale beer smells like their pheromones, so it's important to rinse your cans and bottles before putting them in the recycling bin.
- Centipedes eat other bugs, so if you have a problem with those, centipedes will come.
- Trim trees that are near the house so they don't touch, since insects can climb from the branches to your house.
- Do-It-Yourself Repellents
- Do your research to find out what works for you.
  - Aerosols can be inhaled by you or your family and be dangerous, but they are effective.
  - Lawn sprays present less risk and provide a barrier for pests.
  - Ultrasound repellents have no chemicals. They use ultrasonic and electromagnetic waves that humans can't hear. But there isn't data to support that these work, only anecdotal reports.
- Click here for tips on natural ways to control roaches. <https://www.commandpestcontrol.com/keep-roaches-house-5-simple-tips-work/>

If you would like to have professional extermination, please contact our office for a recommendation of our vetted vendors. (808) 593-9826 or email [concierge@caronb.com](mailto:concierge@caronb.com)

# De-Stressing Your Home



We all deal with stress every day; our homes should be a place of restful relaxation, not a contributor to our stresses. Small changes such as adjustments to lighting, the addition of the right kind of plants, and properly stimulating our senses can alter our moods and make us feel better in our own homes. Click [here](#) to learn how to make simple changes to your home to make it a lower-stress environment.

# Protecting Your Genealogy & DNA Test Data



As we near the holiday season, a popular gift and activity is the genealogy/DNA tests from places like Ancestry.com and 23andMe. When someone participates in one of these, their DNA can be shared with law enforcement or sold to third parties and their insurance coverage and premiums can be affected. [This](#) article provides information about how your data is used and how to delete it.

# Modern Architecture Across the World



Whether you're planning a trip to see some of the most famous architectural sites or you need some travel inspiration, there is stunning modern architecture across the globe. [This](#) article highlights 15 incredible designs located in great travel destinations. Pictured above are Market Hall in Rotterdam, Netherlands and Mucem Museum in Marseille, France.

# The Musical History of Queen Lili'uokalani



In addition to being well known and admired for her time as a leader, Queen Lili'uokalani is also known for the famous song Aloha 'Oe. But her musical legacy is much more extensive. [This](#) article explores how the Queen's songs expressed celebration of her culture, as well as political struggles, and emphasizes the importance of her music during the resurgence of the Hawaiian language and its place in history.

## 9<sup>th</sup> Annual Hawaii Food & Wine Festival



The ninth annual Hawaii Food & Wine Festival will be taking place across three islands throughout the month of October. The festival features over 150 premier chefs, mixologists, and culinary personalities. The festival will be on Oahu from October 23-27. Click [here](#) to learn more about the festival.

# We'd love to hear from you...

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

*"I was at a crossroads regarding a property and asked for their advice on it. Caron and staff were very generous offering ideas, alternatives and actual ballpark prices. I received a folder with printouts of info on my property and with surrounding neighbor properties. I was extremely impressed. They also handle rental management, too.*

*Although I did not sell the property, the attitude and complimentary information helped me feel good about this one decision for now and will consider them if I plan on doing any future real estate plans. They are a husband and wife company with a fellow team of realtors.*

*The reason I picked them was that I noticed a lot of their property for sale signs where I go and what improvements they did to those properties. I knew they had experience in selling residential houses which was my need."*

Surpassing customer needs is a high priority for us.

Please contact us with your questions, feedback and insights.

We are here to assist you with all of your real estate needs!



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**CARON B DAVIS, REALTOR**  
**OWNER/BROKER, CIPS, SRES, GRI, CRS**

Call or Text: (808) 286-5256

Office: (808) 593-9826

eFax: (808) 356-1503



3555 Harding Ave Suite 202 Honolulu, Hawaii 96816

[cbdavis@caronb.com](mailto:cbdavis@caronb.com) | [www.caronbrealty.com](http://www.caronbrealty.com)

Connect with us!

