

Real estate sales plunge



Captain

By Agnes Donato
Pacific Daily News
adonato@guampdn.com

Guam's real estate prices remain strong, even as the overall ~~number of homes that have sold~~ ^{sales volume} plunged by almost half. According to statistics from Cap-



In Your Voice
Post your comment on
www.guampdn.com

tain Real Estate Group, 2008 real estate sales volume amounted to \$368.9 million, down by 46 percent from 2007. However, the median

▲ See **Real estate**, Page 4

Real estate: Sales expected to fall in '09

▲ Continued from Page 1

BY THE NUMBERS

▲ 2008 real estate sales volume totaled \$368.9 million, down by 46 percent from 2007.

▲ The median price of a Guam home reached a record \$215,000 in



In Your Voice
Post your comment on
www.guampdn.com

tain Real Estate says this reflects weak foreign investor confidence, which the firm attributed to shaky credit markets, the collapse of overseas real estate funds, a local moratorium on development and other

2008, up by almost 10 percent from a year earlier.

▲ Captain Real Estate Group projects 2009 sales volume to shrink 12 percent, down to about \$325 million.

factors.

For 2009, Captain Real Estate expects sales to further shrink by 12 percent, or down to about \$325 million.

"We expect market conditions to bottom out in the first half of 2009, creating a small window of opportunity for home buyers and investors. We expect the near-term recovery

to be driven by extremely low interest rates combined with limited price declines and increasing infrastructure project and military activity," Nick Captain, president of the Captain Real Estate Group, said in the news release.

Captain said that projecting a market bottom when the median price of Guam homes is at an all-time high may be contradictory. But the vast majority of Guam's residential market does remain "robust and healthy," he maintained.

"The disconnect between real estate sales volume and pricing will impact 2009 market conditions," Captain predicted.

price of a Guam home increased by almost 10 percent in 2008, reaching an all-time high \$215,000.

"Credit markets and liquidity problems have shaken investor confidence globally and although insulated from the housing crisis impacting many mainland markets, Guam has felt its share of tremors," Captain Real Estate stated in a news release.

In the last quarter of 2008, real estate sales totaled \$64.7 million, a decline of 52 percent from a year earlier, according to the release. Cap-