

NOTE: At some point, people might question whether I have a conflict of interest. If anyone is interested, then please give him or her this list, and my resume. (Just to be safe). I will try to note any and all involvement I have with what I write about.

Disclosure: I do or have done work for the following clients (Note that Haseko, and/or Vicky Gaynor, is not on the list... she's only bought me lunch, professionally of course):

New Homes Developers: Castle & Cooke Homes Hawaii, Schuler Homes, Stanford Carr, Bill Mills, Gentry Homes, Town Development, Watt Homes, Brookfield Homes, Gary Horning, Kobayashi,

Financial Institutions and Investors: Metropolitan Mortgage, Bank of Hawaii, Hearthstone Investors, Riverstone Realty Advisors, Institutional Housing Partners, Hawaii Housing Development Corporation

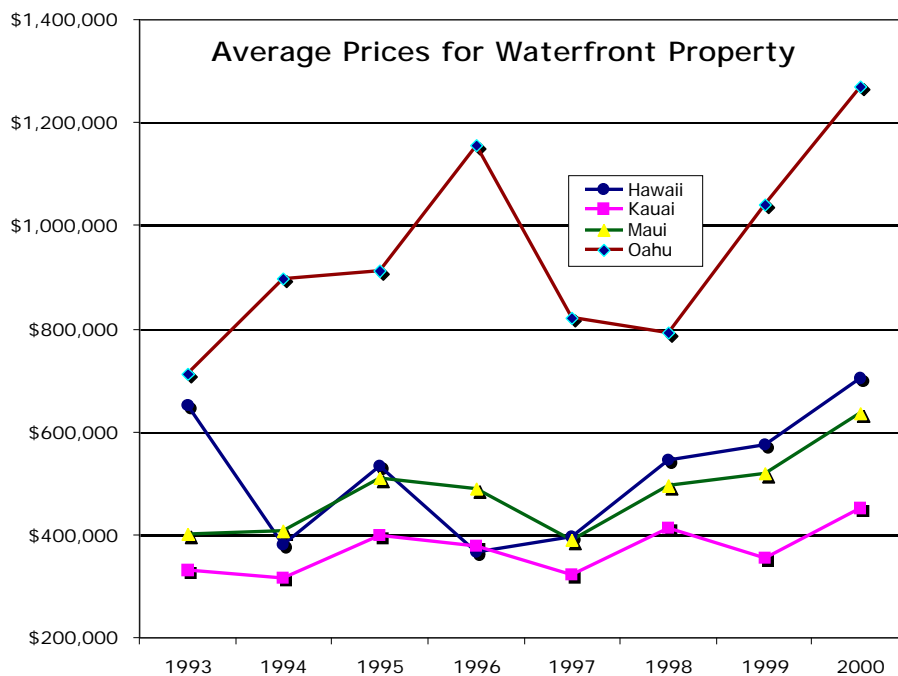
Landowners, or real estate owners: Ko Olina Realty, Lanai Company, US Army, Hualalalai Development Company, Charles Schwab, JPI, Alexander & Baldwin, PSI, the Mary Lucas Estate,

Real Estate Advisors or Agents: Kennedy Wilson, Prudential Locations,

In terms of my family, and their involvement in real estate: My father worked in real estate development and management for most of his life, first with Amfac, and then as a trustee for the Estate of James Campbell. My cousin is a trustee for the Bishop Estate, and my late great-grandmother established a trust holding some 5,000 acres in Kauai and some Oahu leasehold properties.

	Hawaii	Kauai	Maui	Oahu
1994	\$383,302	\$317,892	\$408,836	\$899,115
1995	\$533,494	\$400,909	\$511,591	\$912,636
1996	\$368,290	\$378,627	\$491,812	\$1,156,422
1997	\$397,257	\$324,329	\$389,452	\$823,231
1998	\$546,070	\$414,925	\$496,554	\$792,202
1999	\$575,811	\$355,482	\$518,789	\$1,042,019
2000	\$705,221	\$452,244	\$636,245	\$1,270,219

And what makes the numbers easy to understand is a good chart. The one below summarizes these numbers:



No matter how you look at it, the popularity of Hawaiian beachfront property has been rising, both in terms of higher prices and more sales. And notice how these trends are very similar to economic ones, like the growth of the state (and national) economy, and the rise of the stock markets. Indeed, many of the closings describe above involve buyers whose main residence is outside of the state.

As you can see, numbers can tell an interesting story, if you give them a context and a meaning. What is important not to lose sight of is that each one of them, each one these closings, is something that a family was involved in, either as a buyer or as a seller.

That's it for now. Thanks for reading.

My name is RICKY CASSIDAY and in my day job, I look for real estate market trends that are relevant for a number of companies, including two that I worked for in the 1990s, Castle & Cooke, and Gentry Homes. Thanks to the Star Bulletin, I will be trying my hand at making some of these trends interesting to you, the reader, in a weekly column.

How will I do this? Mostly by showing you some real estate related numbers, and then explaining them to you. For instance, here's a table of closings over the last 6 years.

	Hawaii	Kauai	Maui	Oahu
1994	68	168	132	79
1995	82	128	136	69
1996	82	162	157	64
1997	105	156	216	123
1998	117	295	242	184
1999	142	351	369	143
2000	159	362	525	155

As you can see, the numbers are increasing, but what's so special about that? They stand for beachfront residential property, which, given our community's love for the ocean, makes them about the most special real estate that I can think of in Hawaii.

There is an old saying in the home building business, one that relates the wants of the buyer to his (or her) needs. It goes something like this: the ideal home for the market (general public) is a single family house, with 8 bedrooms, 4,500 square feet under roof, an acre of land, located right next to downtown... all at a price of a one bedroom high-rise condominium.

Well, in the context of Hawaii, that ideal home would be on the water... overlooking a big beach, with a sandy bottom and gentle waves (etc., etc.).

And, since the point of the saying is that there must be a balance between what people want, and what they can pay for... a balance which is expressed in a dollar value... what will make the numbers in the table above a bit more interesting is knowing their average prices: