

Hawaii Residential Real Estate

2018 Recap and 2019 Forecast



Mike B. Pietsch
President | COO



TITLE GUARANTY
TITLE & ESCROW SERVICES

2018 Recap

We ended 2017 with an unusually high sales volume in comparison to prior years. This signaled the peak of a long real estate cycle. 2018 continued to maintain strong counts until Q4. Hawaii's real estate industry experienced a slight slowdown in Q2 due to the erupting volcano on the Big Island of Hawaii. Q3 had a slight recovery before we experienced a fairly drastic downward adjustment in Q4. The Q4 transaction volume was down 17% statewide in comparison to the same time in 2017. Key markets on Oahu and Maui experienced upwards of 20-25% reduction in sales volume in certain areas.

2019 Forecast

Title Guaranty forecasts a slight 5-8% decline in 2019 residential sales volume in comparison to 2018. Given this downward market trend, Sellers will push to close faster. TG will respond to this need by executing a new FIERCE processing strategy that enables Buyers and Sellers to close faster, if desired. In 2018 it took on average 50+ days to close a transaction. With proper planning and communication, TG feels we can close transactions in 30 days or less if desired by the client and lender. Cash deals can close as fast as the clients desire.