



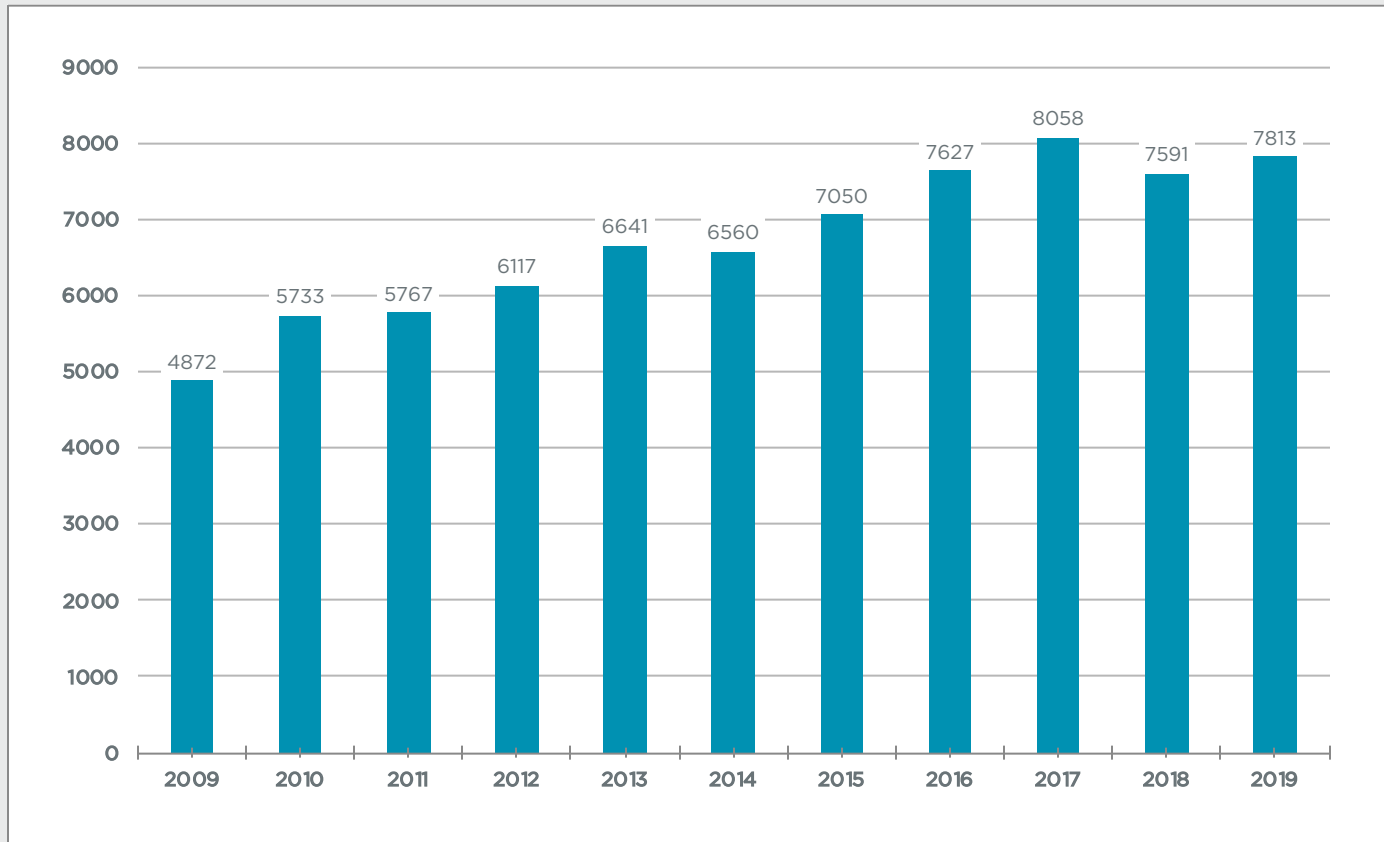
ChaneyBrooks  
CHOICE ADVISORS

2020

# Oahu Residential Market Update

# Hawai'i Combined Single Family Sales

2009-2019



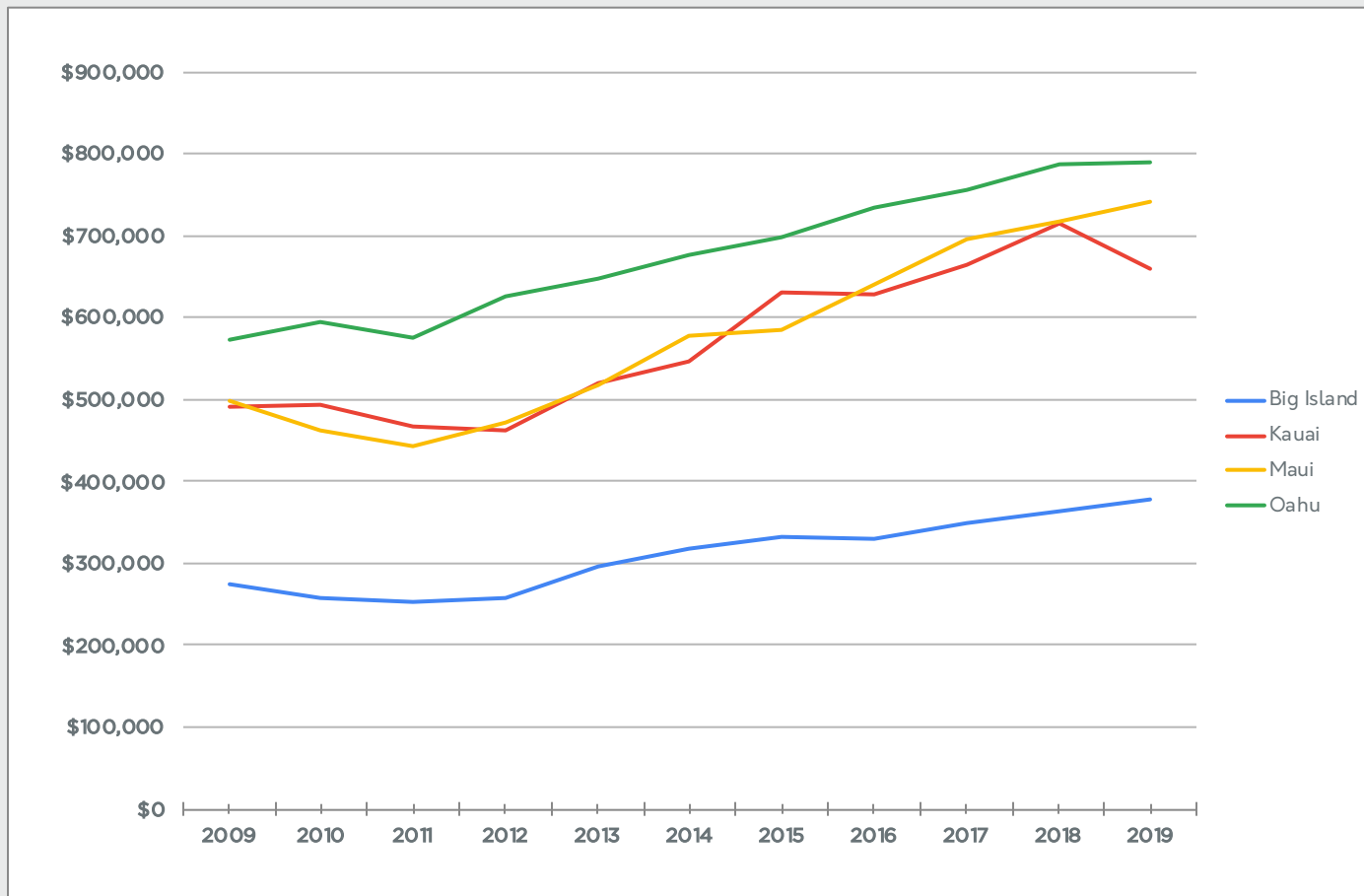
# Hawai'i Single Family Sales

2009-2019

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	% Change ('18-'19)
January	208	346	387	352	427	447	470	493	515	555	498	-10.27%
February	252	351	375	445	415	430	428	537	484	518	464	-10.42%
March	350	483	540	491	478	502	513	656	693	707	606	-14.29%
April	419	577	485	478	599	556	604	644	630	608	659	8.39%
May	434	523	493	506	581	601	645	666	749	688	736	6.98%
June	436	575	499	574	617	618	642	677	770	724	684	-5.52%
July	462	468	480	519	585	623	697	667	697	681	735	7.93%
August	414	458	534	535	659	579	679	699	727	704	753	6.96%
September	433	479	533	517	607	595	611	638	705	629	684	8.74%
October	502	448	453	599	564	567	661	616	749	611	711	16.37%
November	451	450	501	530	560	480	482	631	641	584	631	8.05%
December	511	575	487	571	549	562	618	703	698	582	652	12.03%
	4872	5733	5767	6117	6641	6560	7050	7627	8058	7591	7813	2.92%

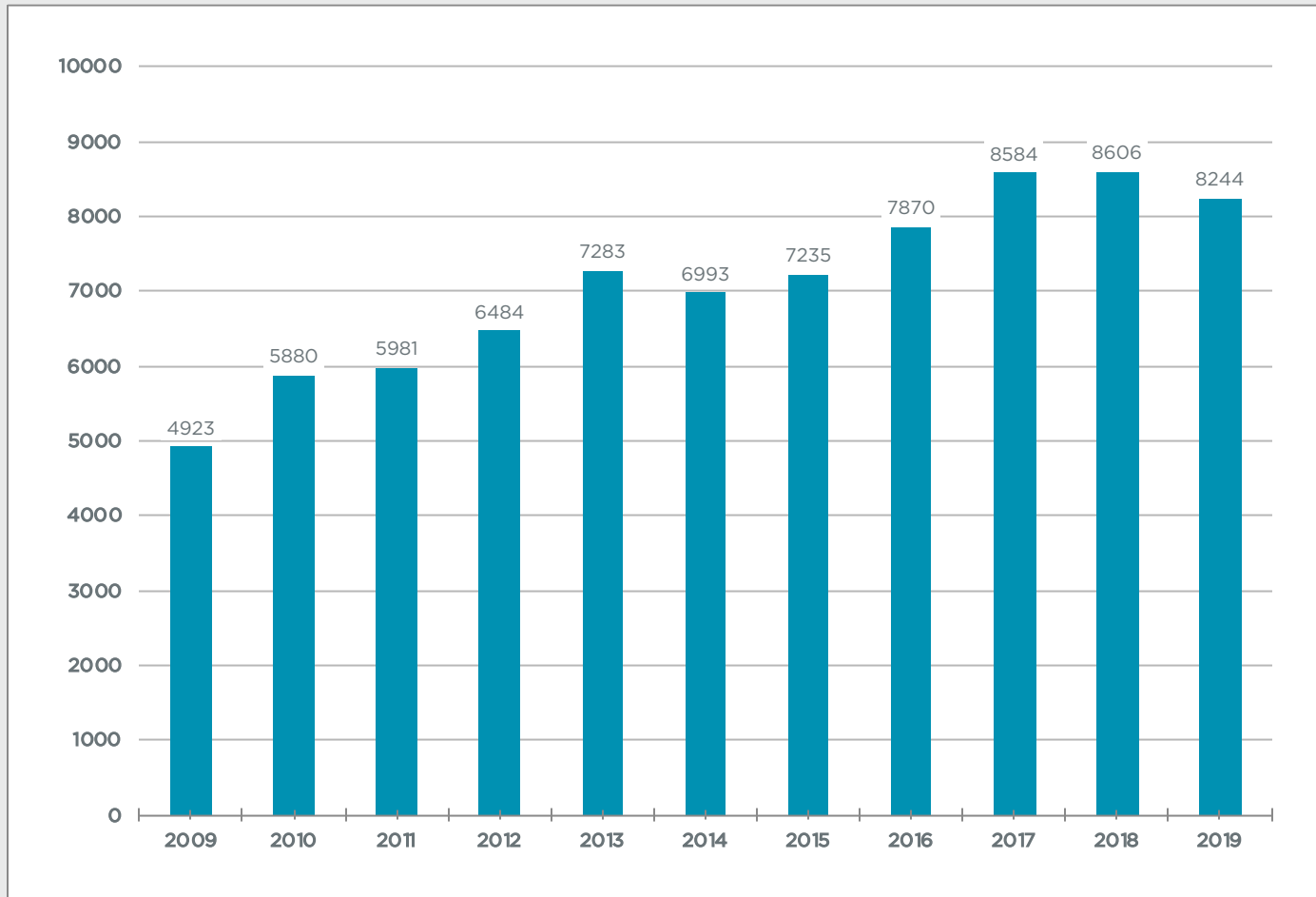
# Hawai'i Combined Single Family Median Price

2009-2019



# Hawai'i Combined Condominium Sales

2009-2019



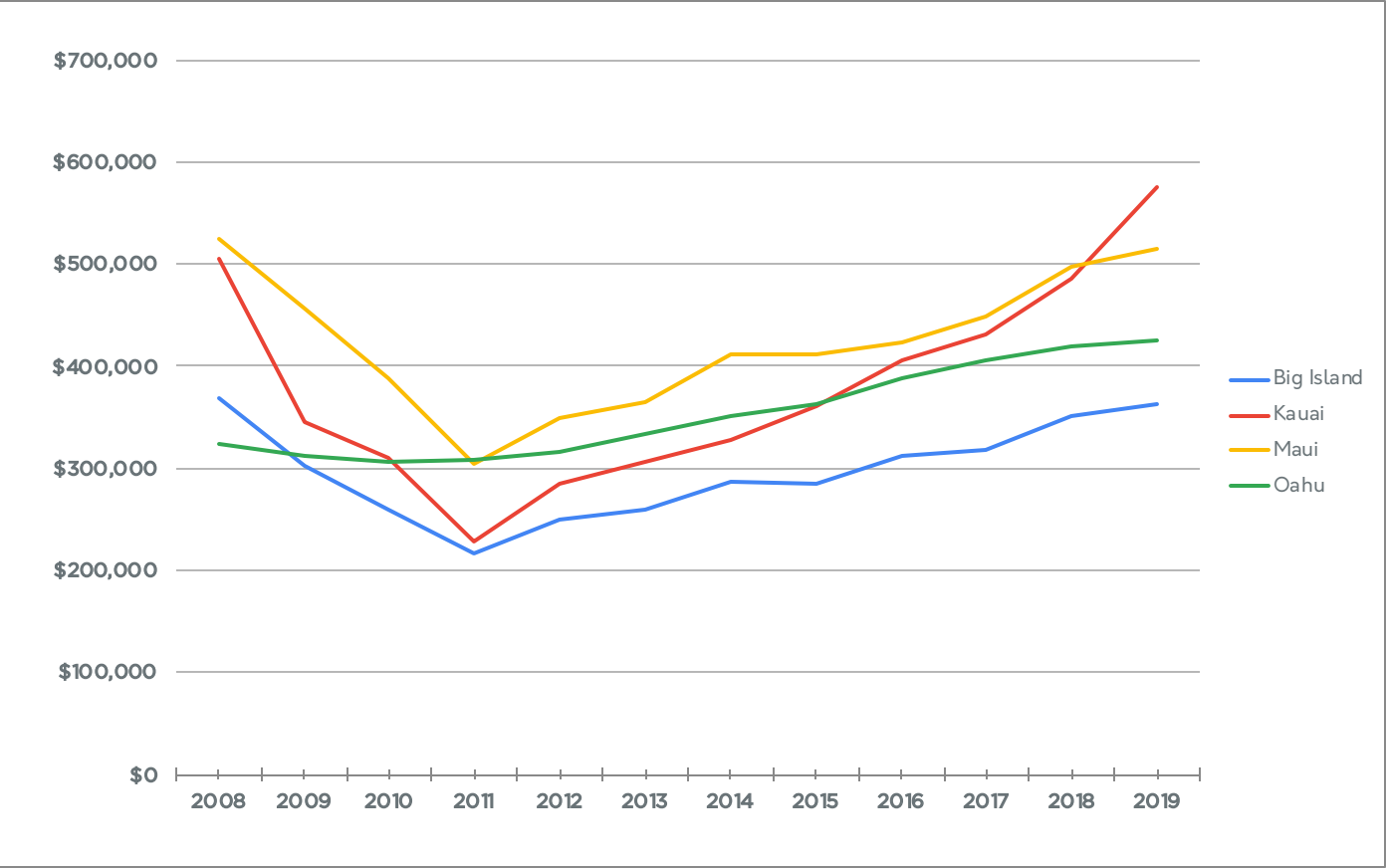
# Hawai'i Condominium Sales

2009-2019

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	% Change ('18-'19)
January	229	360	415	420	409	488	449	510	572	583	548	-6.00%
February	268	426	460	506	441	458	466	490	559	601	517	-13.98%
March	360	564	559	624	591	599	615	707	742	741	725	-2.16%
April	427	606	559	562	675	679	663	703	708	851	760	-10.69%
May	358	546	541	571	667	680	657	698	807	789	785	-0.51%
June	386	628	535	566	805	595	696	723	793	836	707	-15.43%
July	469	458	477	519	641	610	681	663	686	718	771	7.38%
August	466	444	508	590	662	612	593	706	768	775	727	-6.19%
September	462	456	510	472	614	575	691	696	760	729	669	-8.23%
October	500	443	446	520	612	623	611	614	757	672	726	8.04%
November	514	414	468	520	590	483	501	614	721	634	654	3.15%
December	484	535	503	614	576	591	612	746	711	677	655	-3.25%
	4923	5880	5981	6484	7283	6993	7235	7870	8584	8606	8244	-4.21%

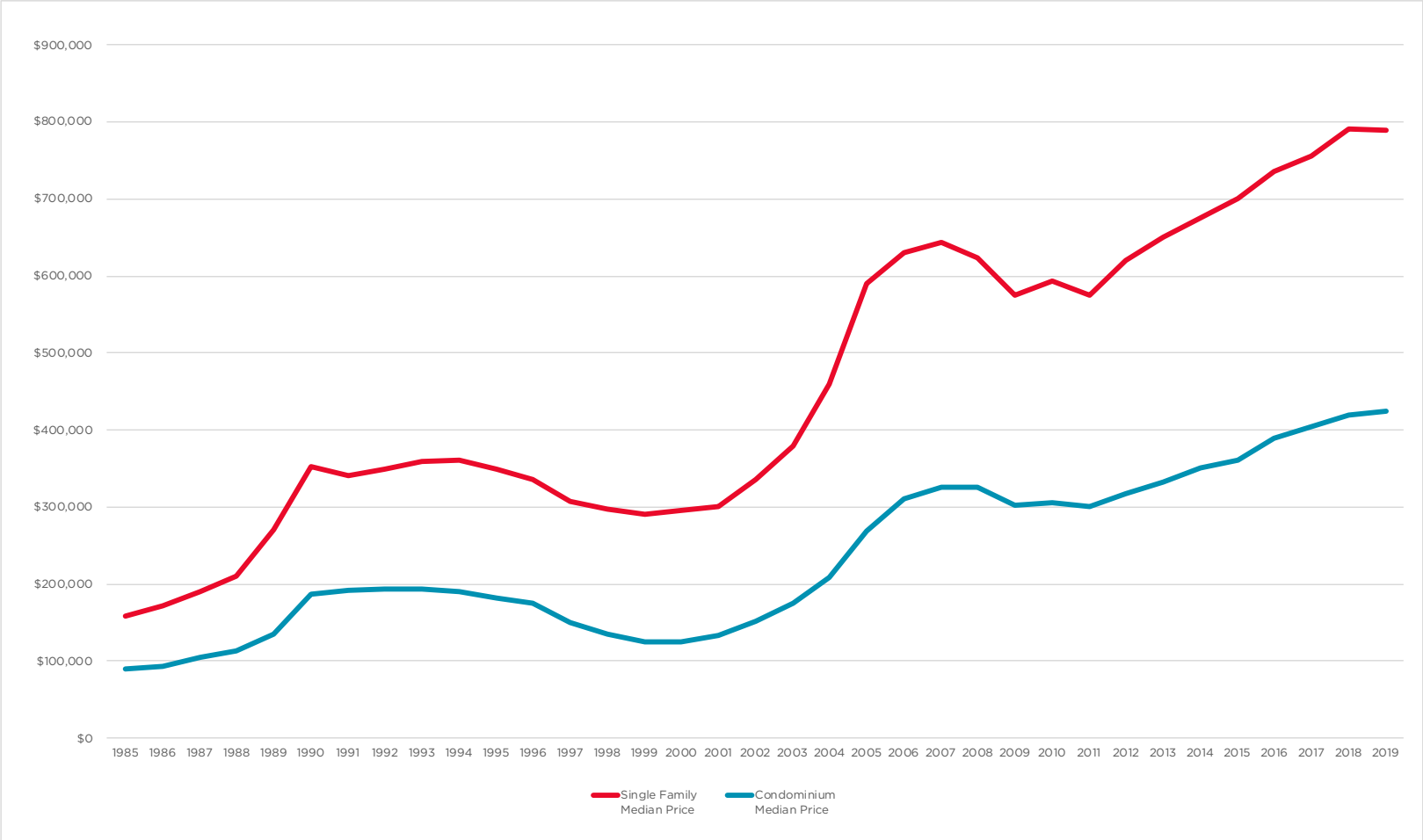
# Hawai'i Combined Condominium Median Price

2009-2019



# Oahu Annual Median Prices

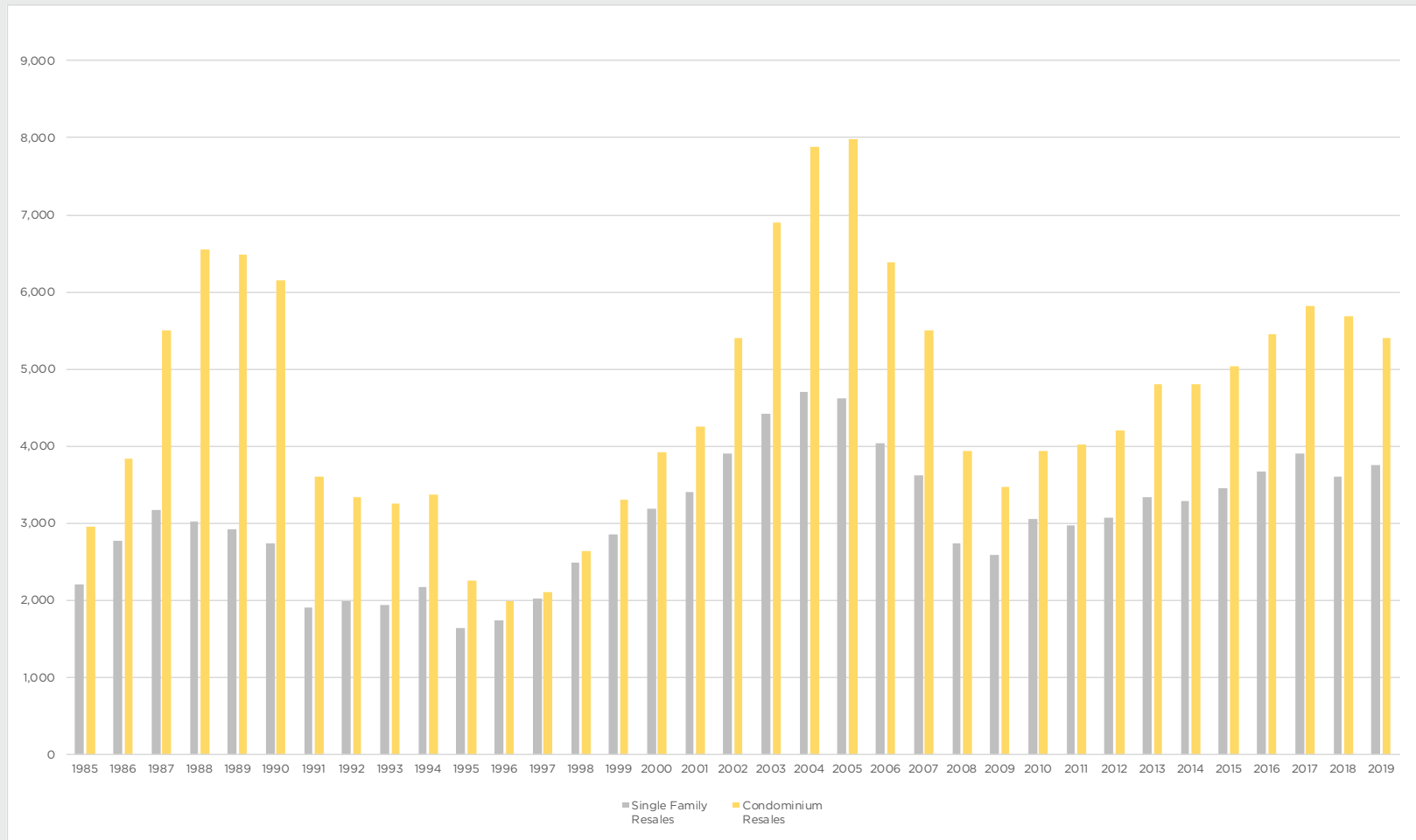
1985-2019





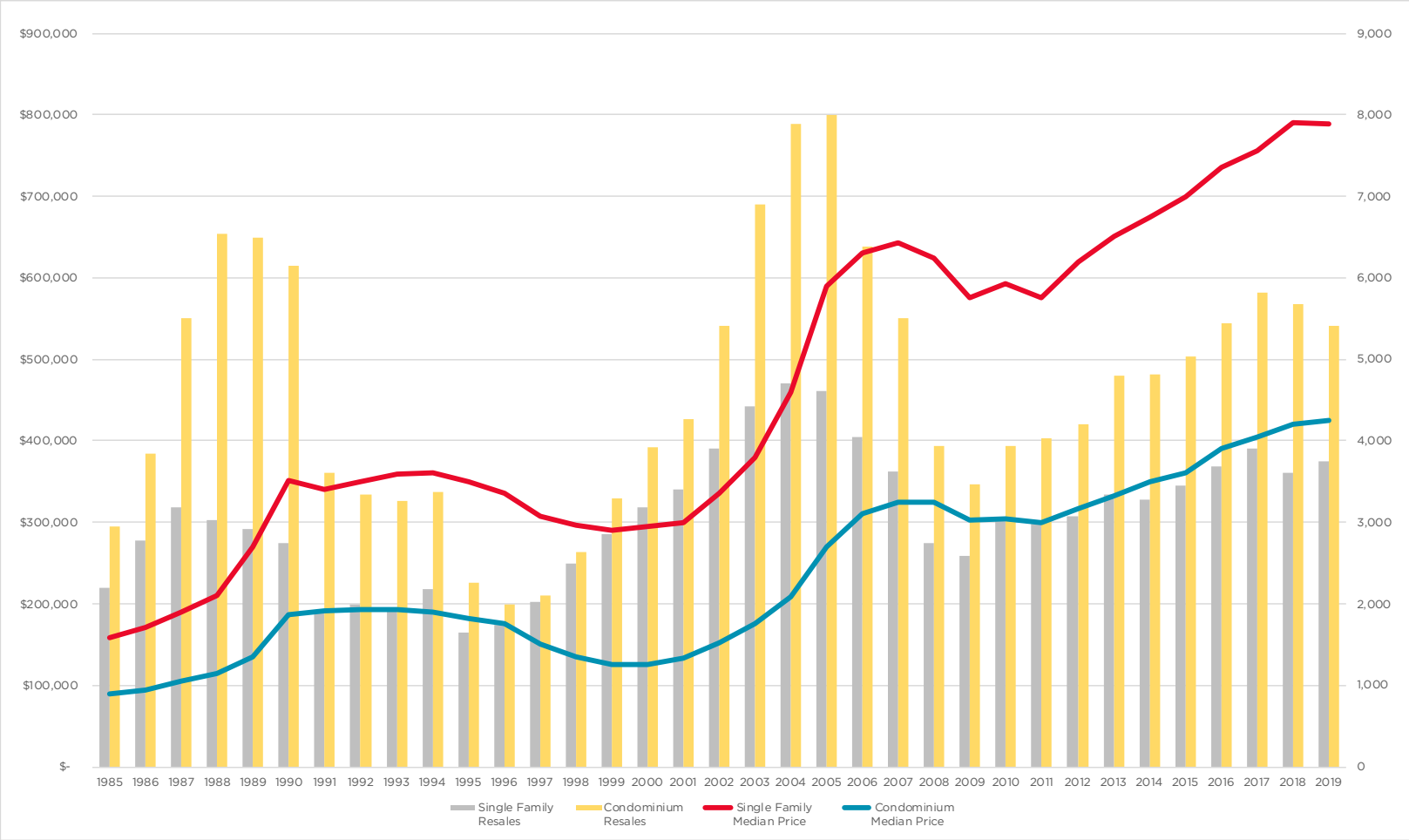
# Oahu Annual Sales

1985-2019



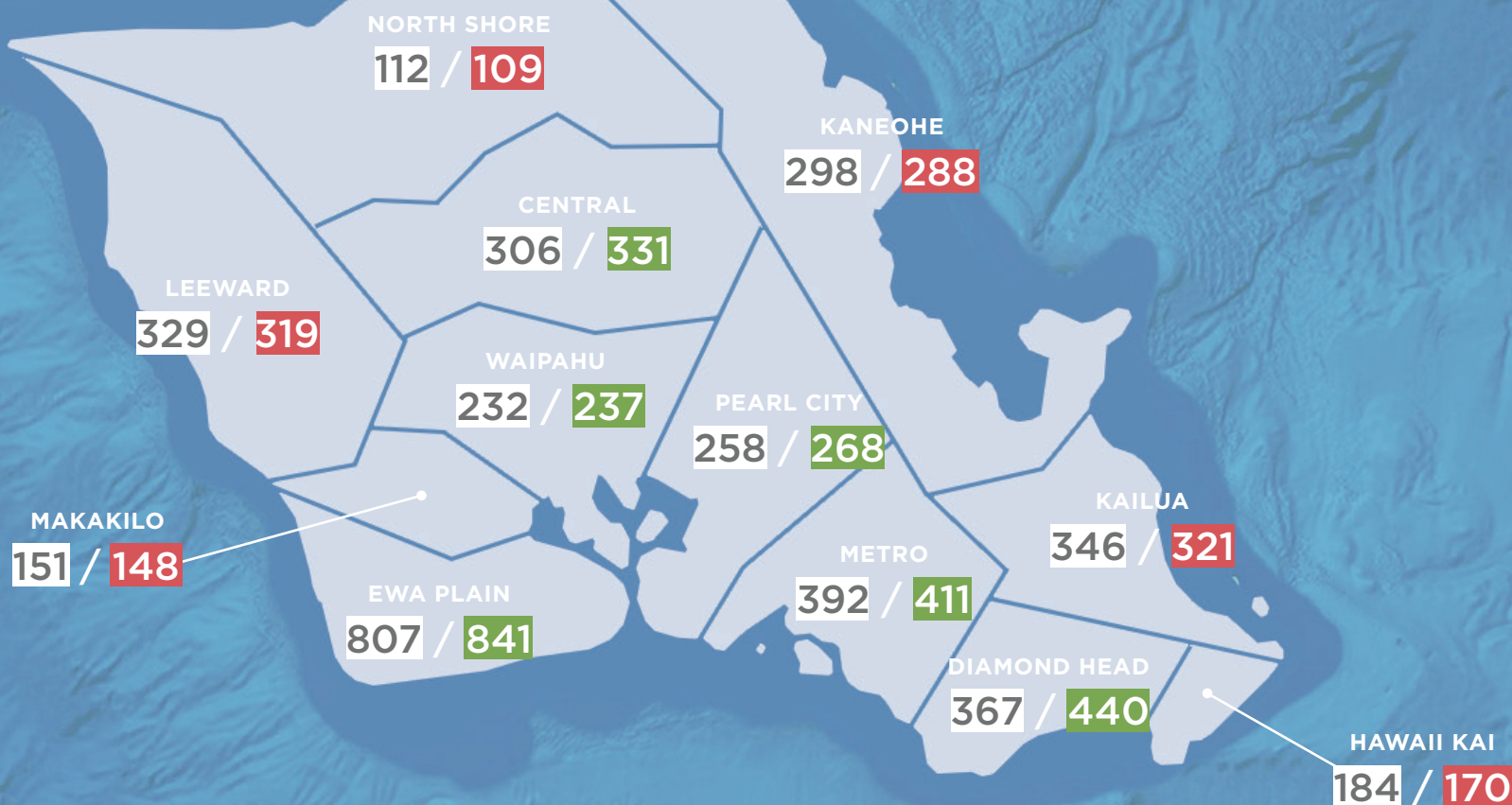
# Oahu Annual Median Prices & Sales

1985-2019



# Oahu Single Family Sales by Region

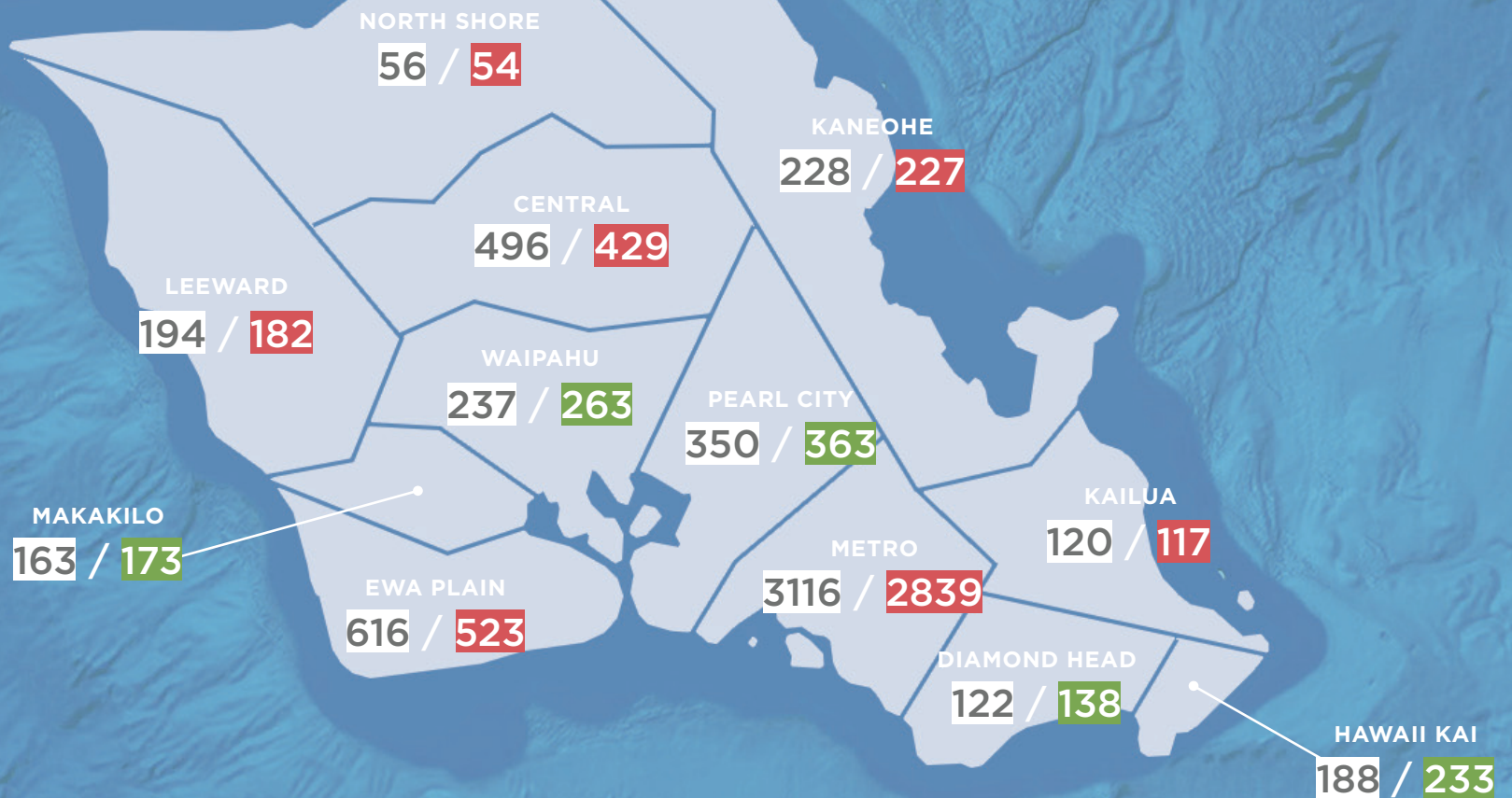
2018 | 2019





# Oahu Condominium Sales by Region

2018 | 2019



# Oahu Single Family Sales Volume by Region

2018 / 2019

## 1 | LEEWARD

\$162,650,397  
**\$162,404,256**

## 2 | NORTH SHORE

\$152,098,277  
**\$134,699,190**

## 3 | CENTRAL

\$232,974,079  
**\$268,773,688**

## 4 | KANEOHE

\$273,857,508  
**\$279,936,736**

## 5 | EWA PLAIN

\$573,782,492  
**\$591,629,242**

## 6 | MAKAKILO

\$114,053,387  
**\$112,348,835**

## 7 | WAIPAHU

\$163,025,948  
**\$170,509,578**

## 8 | PEARL CITY

\$210,869,298  
**\$218,594,486**

## 9 | METRO

\$400,781,778  
**\$418,935,725**

## 10 | KAILUA

\$560,294,459  
**\$477,684,270**

## 11 | DIAMOND HEAD

\$669,044,577  
**\$678,905,788**

## 12 | HAWAII KAI

\$243,710,343  
**\$213,408,763**





# Oahu Condominium Sales Volume by Region

2018 / 2019

## 1 | LEEWARD

\$36,483,927

**\$34,460,496**

## 2 | NORTH SHORE

\$29,313,599

**\$27,731,456**

## 3 | CENTRAL

\$188,405,860

**\$167,666,183**

## 4 | KANEOHE

\$116,147,750

**\$119,499,905**

## 5 | EWA PLAIN

\$308,763,960

**\$269,548,929**

## 6 | MAKAKILO

\$70,224,788

**\$72,919,250**

## 7 | WAIPAHU

\$88,922,078

**\$96,467,429**

## 8 | PEARL CITY

\$134,293,692

**\$140,801,139**

## 9 | METRO

\$1,870,294,111

**\$1,616,276,672**

## 10 | KAILUA

\$85,313,374

**\$75,884,832**

## 11 | DIAMOND HEAD

\$96,092,388

**\$119,930,665**

## 12 | HAWAII KAI

\$132,014,882

**\$169,313,236**



# Oahu Average Single Family Sales Price by Region

2018 / 2019

## 1 | LEEWARD

\$877,270

**\$508,427** (-42%)

## 2 | NORTH SHORE

\$724,883

**\$1,251,313** (72.6%)

## 3 | CENTRAL

\$999,428

**\$806,663** (-19.3%)

## 4 | KANEOHE

\$797,893

**\$968,310** (21.4%)

## 5 | EWA PLAIN

\$970,649

**\$702,838** (-27.6%)

## 6 | MAKAKILO

\$802,370

**\$758,373** (-5.5%)

## 7 | WAIPAHU

\$534,041

**\$718,241** (34.5%)

## 8 | PEARL CITY

\$652,612

**\$812,942** (24.6%)

## 9 | METRO

\$826,185

**\$1,018,177** (23.2%)

## 10 | KAILUA

\$817,036

**\$1,482,470** (81.4%)

## 11 | DIAMOND HEAD

\$905,618

**\$1,557,812** (72%)

## 12 | HAWAII KAI

\$941,465

**\$1,271,907** (35.1%)





# Oahu Average Condominium Sales Price by Region

2018 / 2019

## 1 | LEEWARD

\$188,061

**\$190,335** (1.2%)

## 2 | NORTH SHORE

\$523,457

**\$526,648** (0.6%)

## 3 | CENTRAL

\$379,851

**\$390,579** (2.8%)

## 4 | KANEOHE

\$509,420

**\$523,452** (2.8%)

## 5 | EWA PLAIN

\$501,240

**\$518,109** (3.4%)

## 6 | MAKAKILO

\$430,827

**\$417,656** (-3.1%)

## 7 | WAIPAHU

\$375,199

**\$366,041** (-2.4%)

## 8 | PEARL CITY

\$383,696

**\$385,765** (0.5%)

## 9 | METRO

\$600,223

**\$569,218** (-5.2%)

## 10 | KAILUA

\$710,945

**\$662,247** (-6.9%)

## 11 | DIAMOND HEAD

\$787,643

**\$846,944** (7.5%)

## 12 | HAWAII KAI

\$702,207

**\$727,957** (3.7%)







## 2018 Top Buyers by Region

### 1 | HONOLULU

HI (2,593 | \$1.7B)

CA (182 | \$140.4M)

JAPAN (334 | \$362.2M)

CANDA (23 | \$22.7M)

KOREA (18 | \$29.7M)

TAIWAN (13 | \$14.3M)

CHINA (9 | \$9.5M)

### 2 | EAST HONOLULU

HI (704 | \$815.6M)

CA (51 | \$63.1M)

JAPAN (28 | \$64.4M)

### 3 | WINDWARD COAST

HI (731 | \$645.6M)

CA (55 | \$102.7M)

JAPAN (26 | \$35.2M)

### 4 | NORTH SHORE

HI (116 | \$100.3M)

CA (23 | \$32M)

### 5 | LEEWARD COAST

HI (2,026 | \$1.1B)

CA (68 | \$42.3M)

JAPAN (20 | \$9.8M)

CANADA (6 | \$2.8M)

### 6 | CENTRAL

HI (1,676 | \$907.3M)

CA (19 | \$10.4M)

JAPAN (5 | \$2M)



## 2019 Top Buyers by Region

### 1 | HONOLULU

HI (3,916 | \$2.5B)  
CA (281 | \$178.3M)  
JAPAN (244 | \$237M)  
CANADA (20 | \$9.1M)  
KOREA (24 | \$28.8M)  
TAIWAN (8 | \$5.6M)  
HONG KONG (6 | \$6.7M)

### 2 | EAST HONOLULU

HI (1,096 | \$1.2B)  
CA (51 | \$78.2M)  
JAPAN (21 | \$49.9M)

### 3 | WINDWARD COAST

HI (1,067 | \$947.3M)  
CA (41 | \$51.1M)  
JAPAN (27 | \$23.3M)

### 4 | NORTH SHORE

HI (118 | \$103.6M)  
CA (19 | \$23.3M)

### 5 | LEEWARD COAST

HI (2,530 | \$1.5B)  
CA (65 | \$33.1M)  
JAPAN (24 | \$13.2M)  
CANADA (5 | \$2.6M)

### 6 | CENTRAL

HI (2,206 | \$1.2B)  
CA (32 | \$16.7M)  
JAPAN (2 | \$955K)

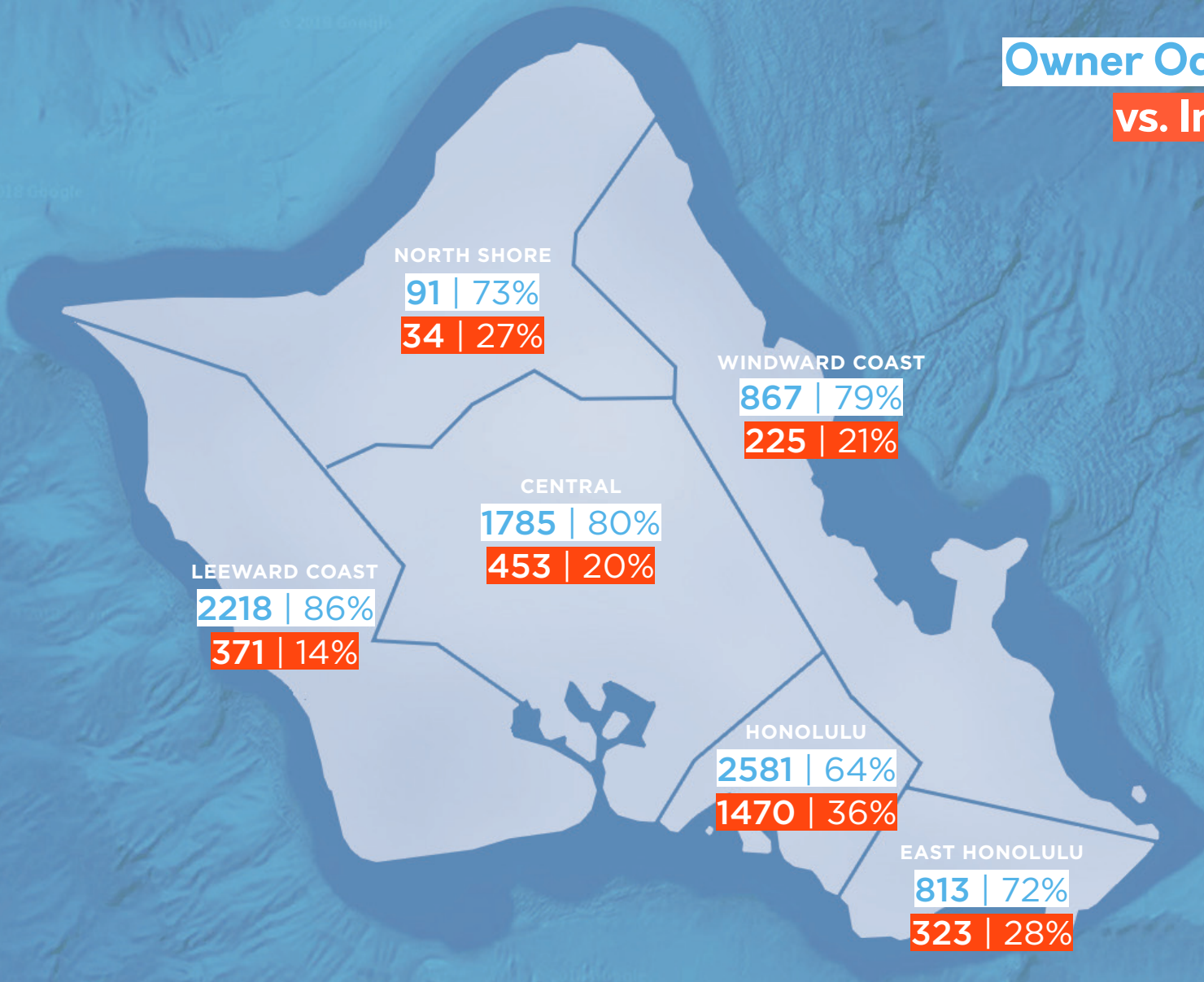


2019

## Owner Occupants

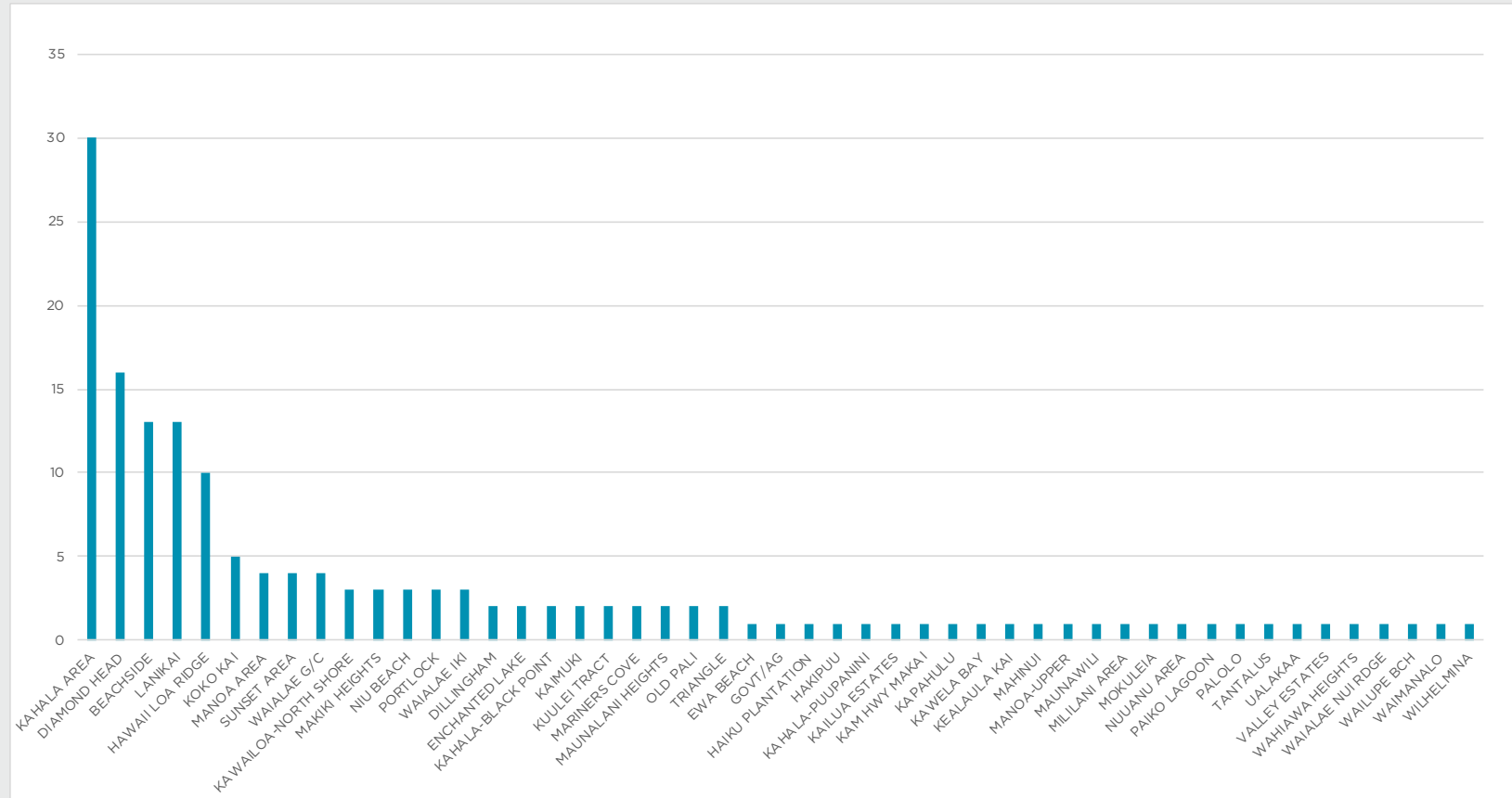
vs. Investors

by Region



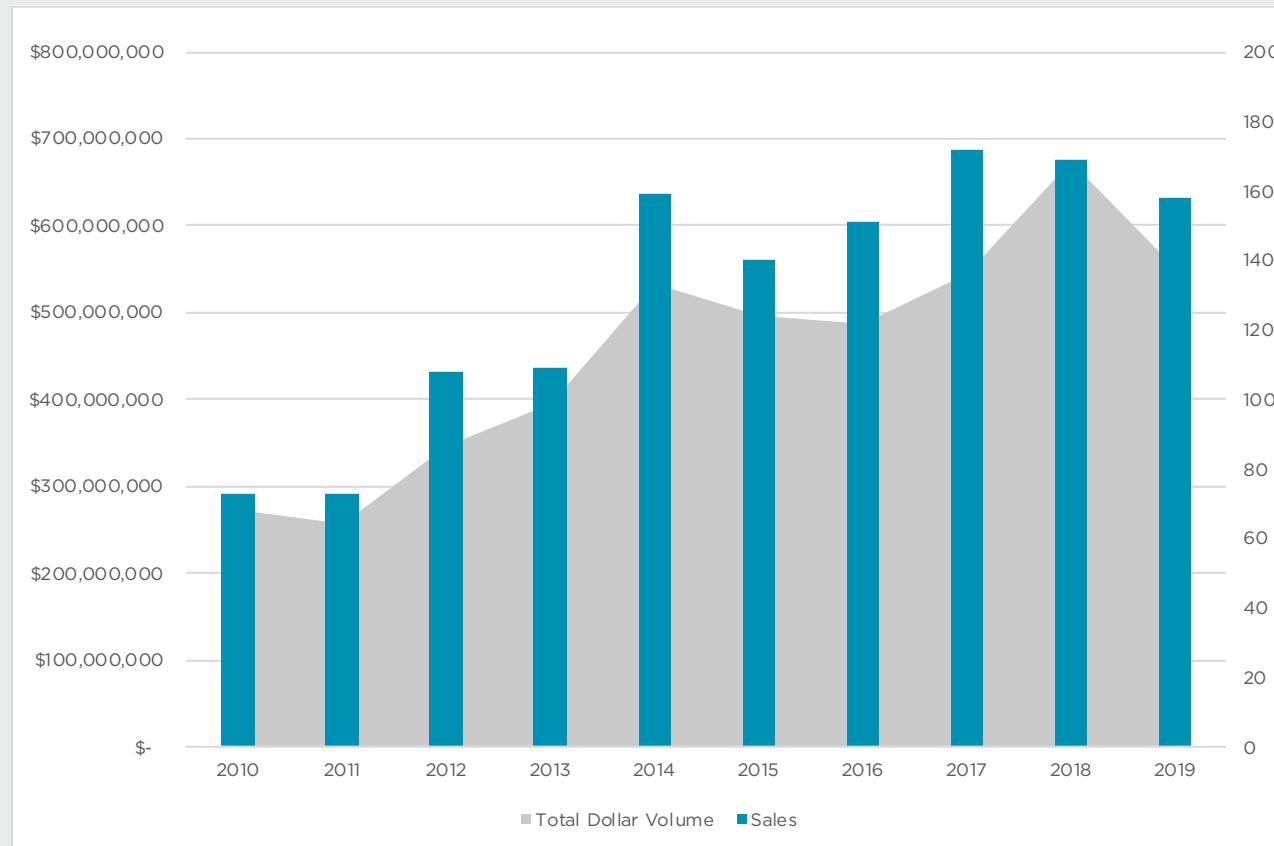
# Oahu Single Family Luxury Sales \$2M+

2019



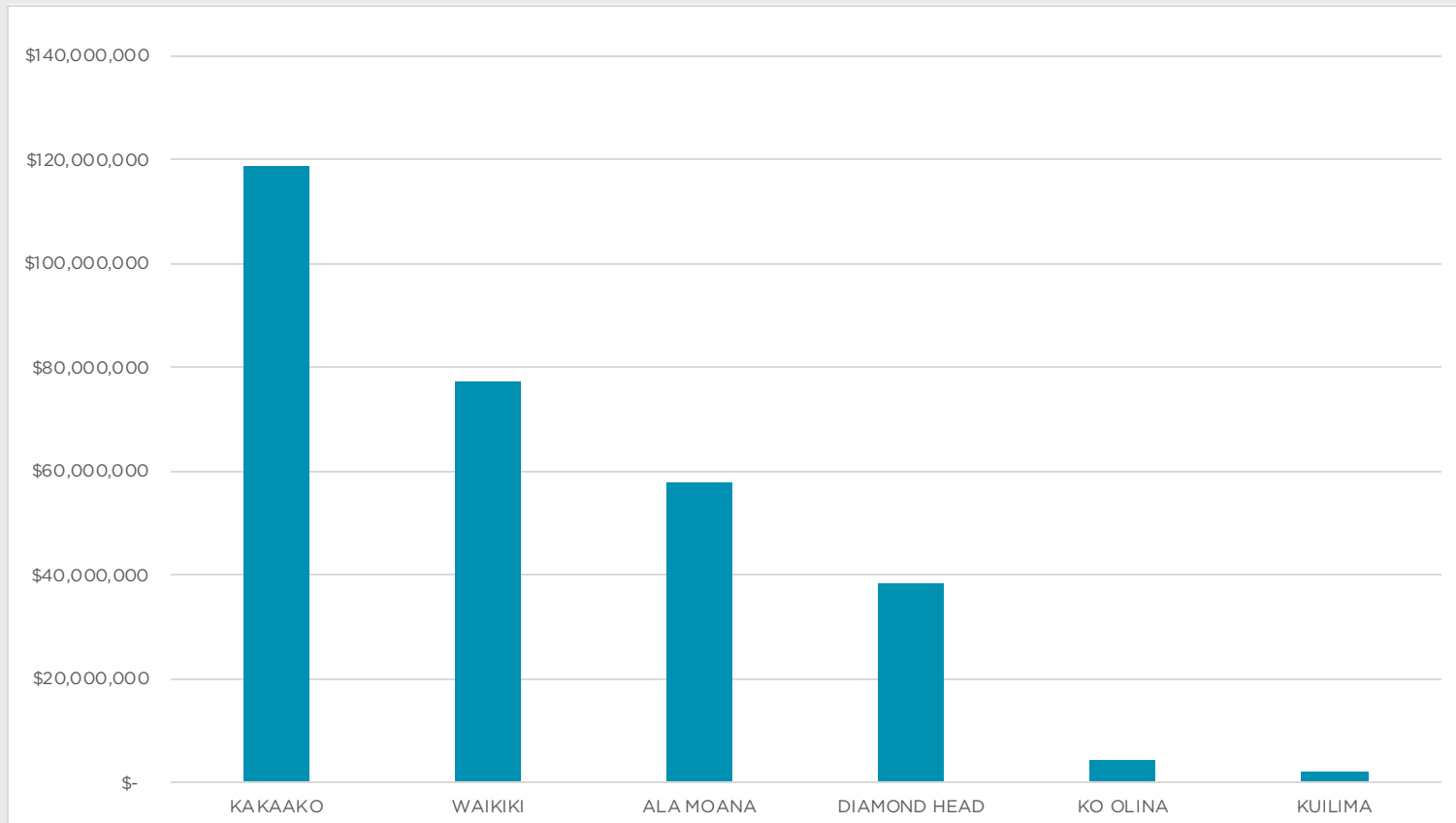
# Oahu Single Family Luxury Sales & Volume \$2M+

2010-2019



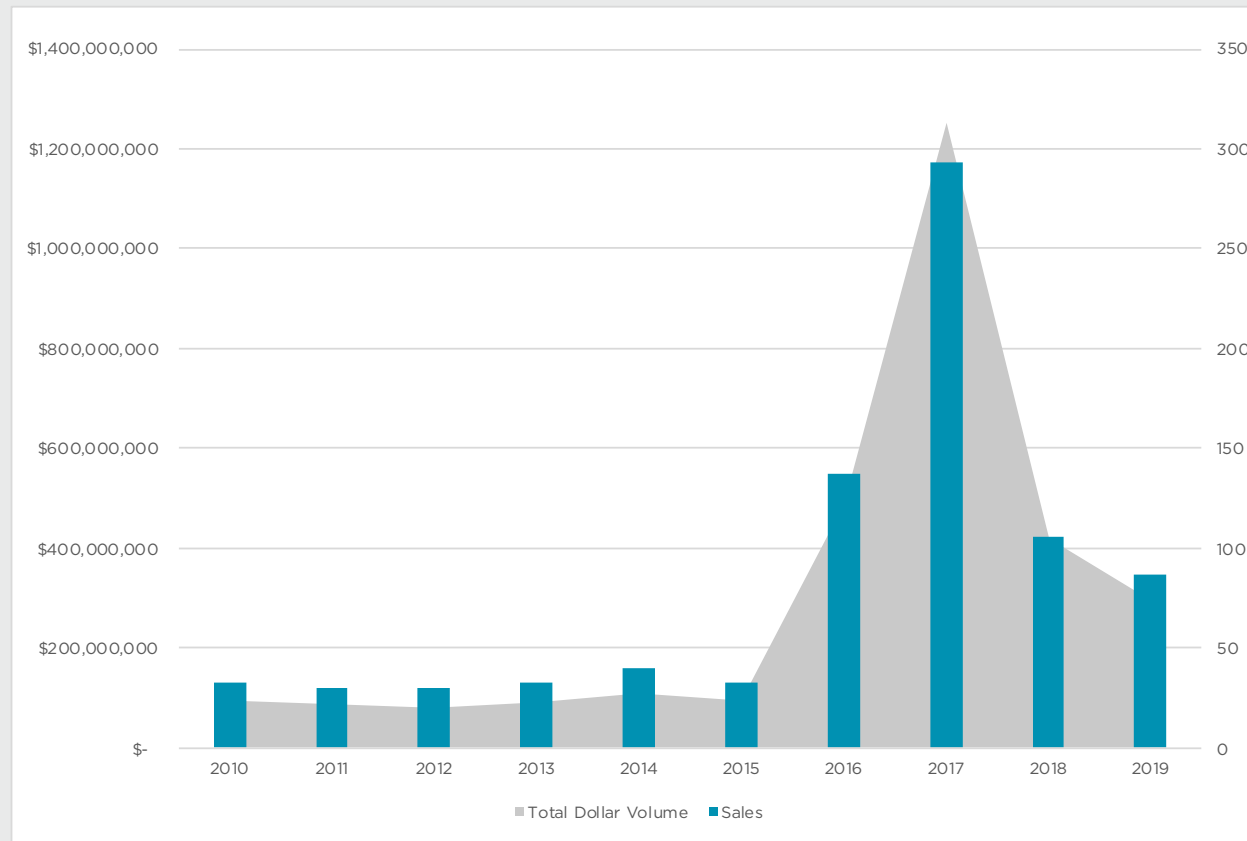
# Oahu Condominium Luxury Sales \$2M+

2019

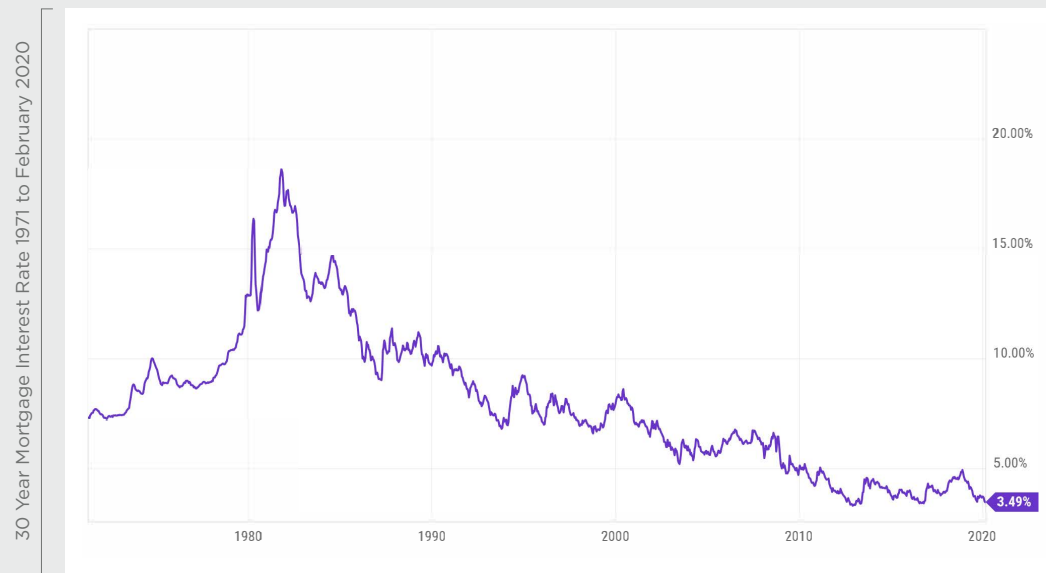
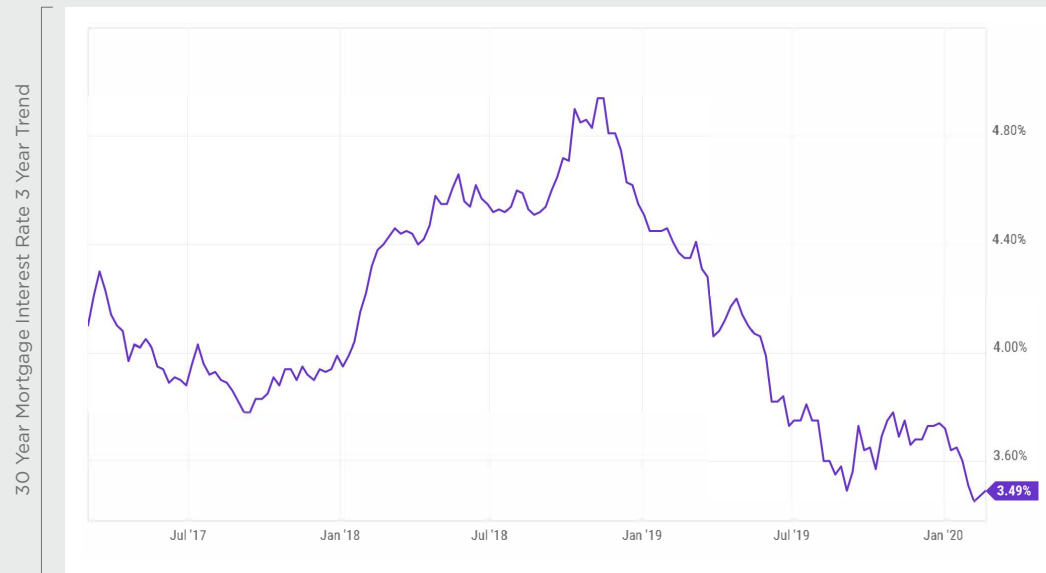


# Oahu Condominium Luxury Sales & Volume \$2M+

2010-2019



# Interest Rate Movement





# Prediction for 2020

Residential real estate in Hawai'i has seen leveling off which began in 2017 with the luxury \$2M+ market and 2019 in with median prices. Sales began to increase in the latter half of 2019 due to a favorable economy and lower interest rates and this may continue to help bolster the market. The more recent phenomenon of the Coronavirus is likely to cause some trepidation with both local as well as off-shore investors which will put a damper on overall purchases. We may end the year on an even note with last year assuming that the impact of the Coronavirus does not have a prolonged effect on the economy. If you are a homebuyer or investor for the long-term this is an opportunity to make a purchase at historically low interest rates. As a homeseller, there appears to be a window of time in the first half of the year to sell your property with the increased demand, but you still have to keep your price attractive in order to find the right buyer.

